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No. 2690.

AUGUST 29, 1931.

Vol. CXV.

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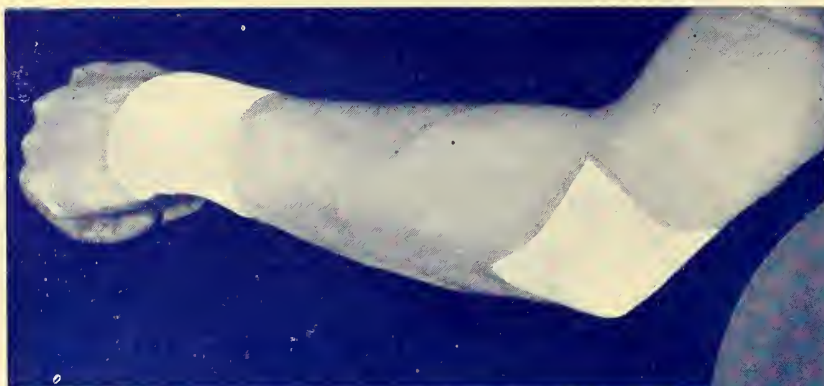
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your stocks of all Bob Martin preparation

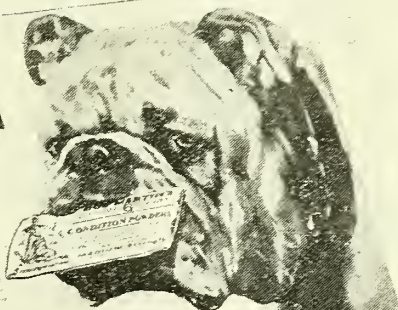
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dog

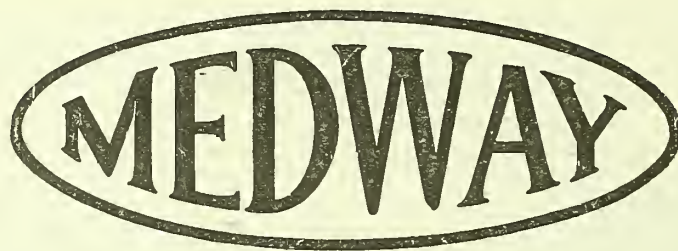
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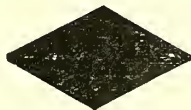
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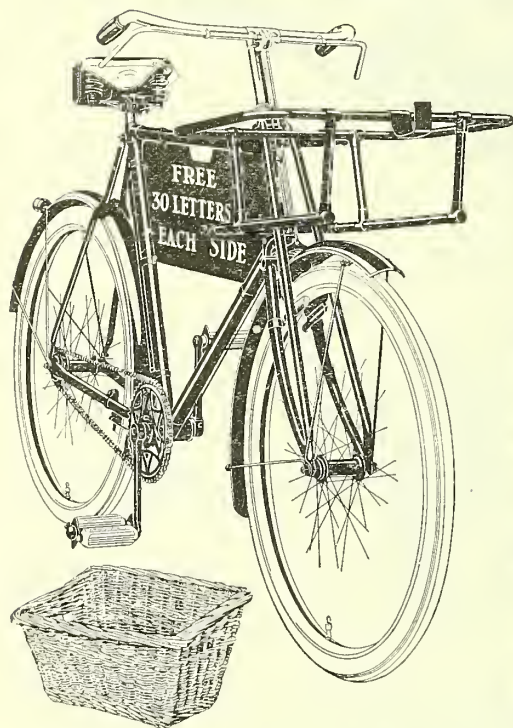
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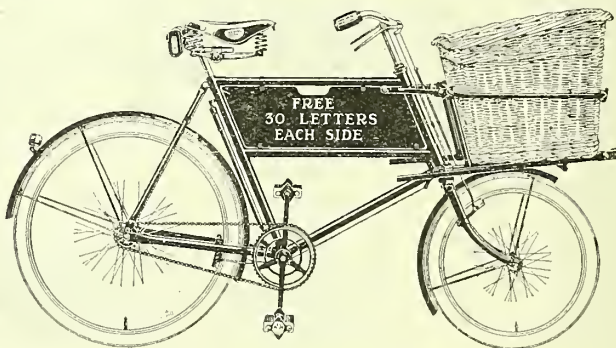
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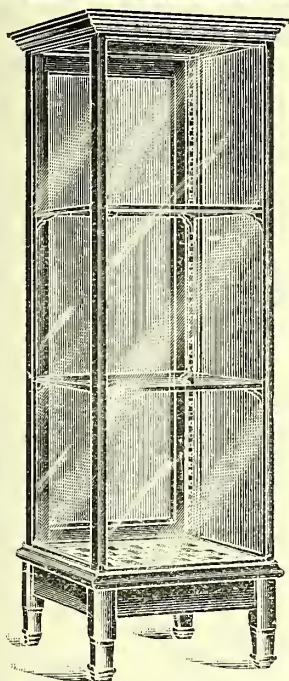
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Overall dimensions:

Height - 6 feet 3 inches.  
Width - 2 feet.  
Depth - 2 feet.

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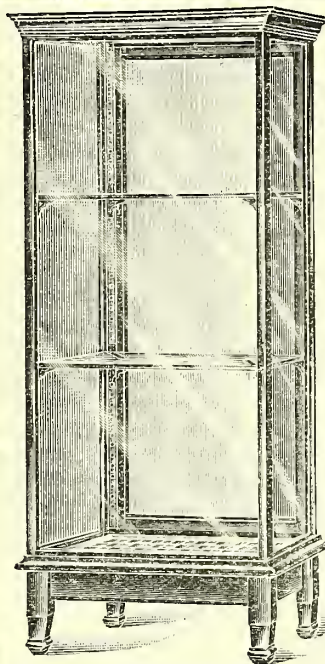
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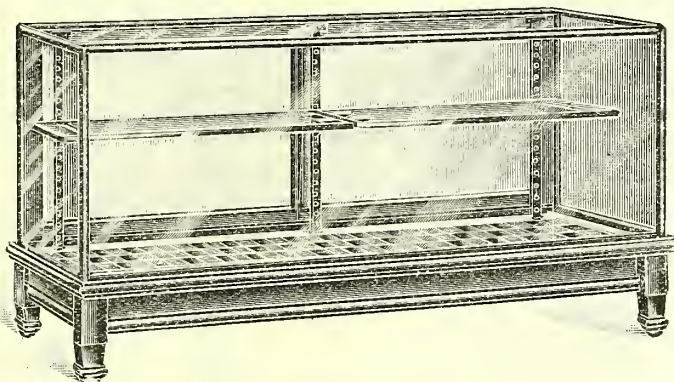
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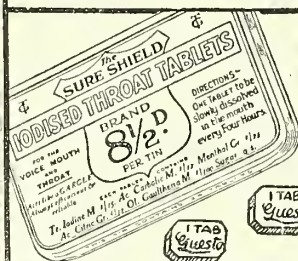
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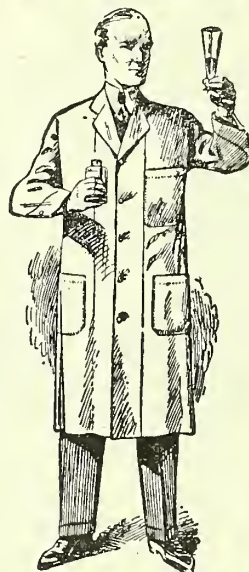
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## FANCY BOXES

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# BOXES

TO MEET ALL  
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for the Chemist, Druggist and Sundriesman

No order too small. No order too large.  
Send your Sizes or Samples and we will  
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in every way.

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CARTONS

WE SUPPLY  
**DECORATED TINS**  
FOR PACKING  
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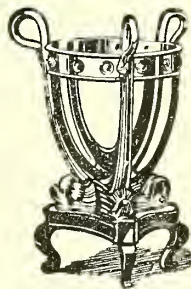
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THE CALDICOT TIN STAMPING WORKS LTD.

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*In the last  
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# TOWN TALK

LIQUID SILVER POLISH  
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have increased  
**3 Fold**

Get your share of the  
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JAMES WOOLLEY SONS & CO., Ltd.,  
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**FOUR SAFE SELLERS**

*Wanted in all seasons and your profit assured*

*The "ORIGINAL"*

**Southalls**  
ORIGINAL  
SANITARY TOWEL

**Celtex**  
ONE DOZEN  
MADE IN ENGLAND  
WITH LOOPS  
SIZE 2

*The "CELTEX"*

**A SAVING**  
Inside the  
**CELTEX CARTONS**  
the Towels are wrapped in plain brown paper with string carrying loop, ready for the customer to take home.  
This saves you time and expense.

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SANITARY TOWELS  
Size K2 For Ladies  
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The most practical and efficient shaver ever introduced: The Meritor Suregrip (Regd.). Evolved from Plasticine models of actual hand-grips. SAFETIHANDLE in Morite, the new hygienic, non-inflammable, non-breakable material. Six brilliant plain colours. Has no crevices to harbour dirt or germs. STERILIZED KNOT of generous size, made on Maw's lock-knot principle, in six qualities of selected bristle. UNIQUE DISPLAY CASE in polished wood presents selling points, carries stock and sells automatically. STANDARD ASSORTMENT, 1 dozen brushes, with free case £3 5 6 all. Order at once for early delivery.

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Tried Formulas  
Best Value and Packing  
Agent's "Own Name" Packings

PLEASE WRITE FOR  
SEASON'S PRICE LIST

**Tomlinson & Hayward**  
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51 NEWLAND - LINCOLN

## Why CATALINE<sup>®</sup> Pays to Stock

BECAUSE it enjoys the largest sale of any Cattle Medicine Preparation and is on the P.A.T.A.

BECAUSE it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

BECAUSE it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

BECAUSE we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz. : 3/9 per bott.

Cash with order terms.

1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.  
CARR. PAID. CASES FREE.

Stocked by most Wholesale Houses.

**THE CATALINE CO., LTD., Bristol**

## HARVEY'S

Watts' Embrocation, or Curb Bottle.  
Aconite Powders.  
Worm & Condition Powders.  
Watts' Red Lotion.  
Hair-Restoring Ointment.  
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## HARVEY'S

Great

Protected Prices  
(P.A.T.A.)

Remedies for the Horse



## HARVEY'S

Koppas Powder.  
Parasiticide.  
Thrush Specific.  
Hoof Ointment.  
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Of all the leading Druggists' Sundries Houses  
**HARVEY & COMPANY, Ltd., Dublin**

Continuous and Steadily Advertised Goods  
FOR DESTROYING RATS AND MICE

## DANYSZ VIRUS

|                                           |                     |
|-------------------------------------------|---------------------|
| Retail Price (Protected).                 | Net Wholesale Price |
| Virus for Rats and Mice, single tube, 2/- | 15/- per doz.       |
| 3 tubes, 5/-                              |                     |

|                                        |         |
|----------------------------------------|---------|
| Virus for Mice only - single tube, 1/6 | 9/- " " |
| 3 tubes, 3/-                           |         |

Date-expired tubes returned to us postage paid will be exchanged free of charge.

## Danysz Virus in Liquid Form

|                        |                 |
|------------------------|-----------------|
| Retail Price           | Wholesale Price |
| Quart Bottles 6/- each | 4/6 each        |
| Pint " 4/6 each        | 3/9 "           |

## HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

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| Retail                 | Monthly a/c | Cash with Order |
| 1/2 gall. tins .. 10/- | 7/6         | 6/8             |
| 1 " " .. 18/-          | 13/6        | 12/-            |
| 5 " " .. 80/-          | 60/-        | 53/4            |

## DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.  
Retail Prices (Protected) Wholesale prices per doz.

|             |                         |
|-------------|-------------------------|
| In tins 3d. | In boxes of 2 doz. 2/1. |
| " 6d.       | " 1 " 3/8               |
| " 1/-       | " 1 " 7/3               |
| " 2/6       | " 1 " 18/-              |

Danzo Beetle Powder will not deteriorate by keeping.  
CARRIAGE PAID ON ALL ORDERS.

To be obtained from

**HALLER LABORATORIES, LTD.**  
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SPECIAL FOODS DEvised, INQUIRIES INVITED

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ESTABLISHED 1793.

The Best and  
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 Medicine of  
 over 130 years'  
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**ATKINSON & BARKER'S**  
**INFANTS' PRESERVATIVE**

Does not  
 contain  
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 Scheduled  
 Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

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Over 200 Qualified Opticians have taken this Course

A Special Course of Lectures, Demonstrations and Clinical Instruction in preparation for the November 1931 examinations of the S.M.C. and B.O.A. Students are specially graded and three distinct courses are available: (1) Prepares exclusively for candidates taking General and Mechanical Optics; (2) Prepares for the Final Sections Sight-testing, Retinoscopy, Fundus Drawing, &c. (3) Post-Graduate for Honours Diplomas of the S.M.C. and B.O.A.

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A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

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**Oct. 8** Six months' course for the Preliminary Scientific Examination.

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FULL PARTICULARS FROM PRINCIPAL.  
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The Brushes are made in nine models, retailing from 3/6 to 18/6, all subject to generous discounts giving you a substantial living profit. Can be supplied through your usual wholesaler.

THE "MASON PEARSON" is the only PERFECT Hair-brush made and sold to-day; the reason being that the *only* perfect hair-brushing material—the *black unbleached bristle of the Wild Boar*—is used in its making.

There is no disputing the fact that the "MASON PEARSON" brushes much more quickly than ANY OTHER brush; it brushes more efficiently; it cleanses the scalp more gently and thoroughly; it improves the general attractiveness of the Hair, and keeps it at its best. No hair-brush can do more than this.

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# MASON PEARSON HAIR-BRUSH

MASON PEARSON SELLING AGENCY LTD.

59 NEW OXFORD STREET, LONDON, W.C.1

## TATCHO Sample Size 6<sup>D</sup>

### THE HAIR RESTORER

PROMOTES, PRODUCES,  
BEAUTIFIES THE HAIR

6 Bottles in Case for  
Counter Display,  
4/- PER DOZ.

1/3 size .. 12/6 per doz.  
2/9 size .. 26/- per doz.

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COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.

Deal from the oldest established firm in the Trade:

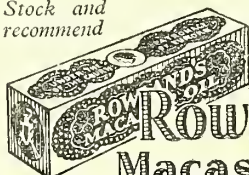
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Reliance 1762.  
STOCK "JAZZO" THE MAGIC DANCE FLOOR POLISH

## Selling Suggestions

Rowland's Macassar Oil keeps the hair naturally immaculate, for it controls the hair simply by making it soft and flexible.

Stock and  
recommend



Of all Wholesalers,  
to retail at 3/6,  
7/- and 10/6.

**Rowland's  
Macassar Oil**

J. H. & Co.

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Patent No.  
296,597.

Every Razor  
and Blade  
Guaranteed.

Sole Makers:  
**Thomas Ward & Sons, Ltd.,**  
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THE  
**WARDONIA**

**"NEW EDGE"  
RAZOR!**

A shaving miracle with enormous sales! Send now for trade terms for the Wardonia "New Edge" Razor and Blades. Both scientifically right and soundly-established lines at a generous profit.

## G. B. KENT & SONS, LTD.

Are known the World over as  
the Largest Manufacturers of

**BEST  
BRITISH  
BRUSHES**

Please write for full Particulars to—

**75 FARRINGDON ROAD, E.C.1.**

# AYRTON'S CREAM EMULSION OF FINEST NORWEGIAN COD LIVER OIL

SEASON 1931-1932

An enormous array of Display Material in Colour. Choice of eight different styles available for Chemist's own name. Special display Cut-outs and Window Pelmetts for "Reservable Series" with Chemist's own name on Labels, Counter Bills and Window Bills.

Samples of any pack with selection of labels sent free to any Trading Chemist.

A perfectly white, delightfully flavoured Cream Emulsion of the Finest Norwegian Cod Liver Oil manufactured under special processes and guaranteed to be of full Vitamin content.

|                                    | Oz.       | 3   | 4   | 6   | 8    | 12   | 16   | 20   | 24   | 32   |
|------------------------------------|-----------|-----|-----|-----|------|------|------|------|------|------|
| <b>33<math>\frac{1}{3}</math>%</b> | Per dozen | 6 6 | 7/- | 8 9 | 10 3 | 13 9 | 16 9 | 20/- | 23/- | 32 6 |
|                                    | Per gross | 6 3 | 6 9 | 8 6 | 10/- | 13 6 | 16 3 | 19 6 | 22 6 | 32/- |
| <b>25%</b>                         | Per dozen | 6 3 | 6 9 | 8 3 | 9 6  | 12 9 | 15 3 | 17 9 | 21/- | 29 6 |
|                                    | Per gross | 6/- | 6 6 | 8/- | 9 3  | 12 6 | 14 9 | 17 3 | 20 6 | 29/- |

Contracts entered for season's requirements at quantity prices providing a first delivery of not less than three dozen is ordered forward.

## "FLEET BRAND" 33 $\frac{1}{3}$ % EMULSION

Issued only under the Company's name, finely labelled and cartoned and with compelling show cards.

| Cartoned.                                | Oz.       | 4   | 6    | 8    | 12   | 16   |
|------------------------------------------|-----------|-----|------|------|------|------|
| <b>33<math>\frac{1}{3}</math>% only.</b> | Per dozen | 8 6 | 10/- | 12/- | 15 6 | 18/- |

## C.L.O. EMULSION with CHEMICAL FOOD

Commercially compounded with a success which is not secured in other quarters. The resulting product is constant, clear and particularly palatable with the full content of Chemical Food.

| Oz.       | 4   | 6   | 8    | 12   | 16   | 20   |
|-----------|-----|-----|------|------|------|------|
| Per dozen | 7/- | 8 9 | 10 3 | 13 9 | 16 9 | 20/- |

**AYRTON, SAUNDERS & CO., LTD.**  
LIVERPOOL, ENG.

## Keep a Good Stock of These Pre-eminent Hair Toilet Preparations

HARLENE Hair Toilet Preparations are Pre-eminent for their Quality and Efficacy. And the Public are told this week after week in millions of copies of the biggest National Newspapers in the country. By a forceful and regular extensive Advertising

Campaign HARLENE Preparations are always kept right in the public eye, and the Public BUYS. Therefore it behoves YOU to keep a good stock of these popular Hair Toilet Requisites always on hand. Among the HARLENE range the most Popular are

# "Harlene"

## HAIR GROWER & TONIC

## "CREMEX" Shampoo Powders

## "U Z O N"

### Brilliantine

## "HARLENE"

### Wave - Setting Lotion

## "ASTOL"

### For Grey Hair

## "HARLENE"

### Hair Fixative

**NOTE**

*Terms to the Trade are Generous, and you know that when you stock Harlene Preparations they are never left "on the shelf."*

*Please address all communications to the Company as under.*

**NOTE**

# EDWARDS HARLENE, LTD.

## 20-26 Lamb's Conduit St., London, W.C.

# Potter & Clarke

LIMITED



## POTTER'S CATARRH PASTILLES



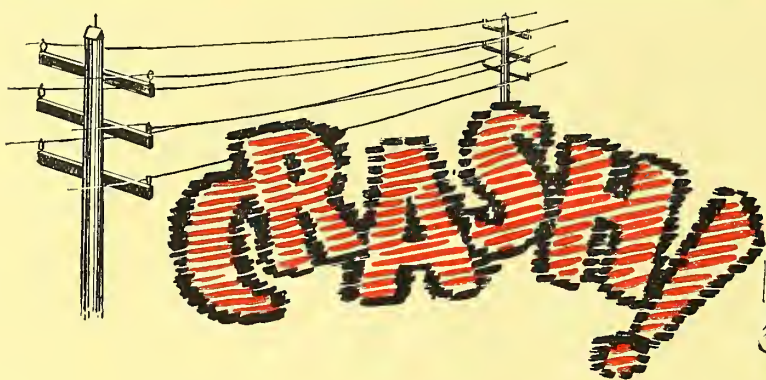
Potter's Catarrh Pastilles are of outstanding merit. They have captured the approval of the public and there is good business and profit for you in stocking this line.

PATA.1/3 11/- doz.  
In boxes of 1/2 Dozens.



Phones: Bishopsate. 4761, (5 LINES). Horehound. Grams: 'Phone, London.

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**MANCHESTER: 24 Luna St., Gt. ANCOATS.**



The Retail Chemist, except perhaps as a modest investor, has cause to congratulate himself on the stability of his business when compared with the uncertainty that is part and parcel of so many financial operations.

Still, temptations to unwise speculation rise to meet him every day; so it may be necessary to stress a case where "Safety First" is the only maxim worth following. When the question of a stock contraceptive demands consideration, then is the time to remember that



# RENDELL'S

## PESSARIES

have for 50 years had no  
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### CHEMISTS- Consider the facts

Rendell's, recommended by users and doctors, are known to be safe, efficacious and satisfactory, and customers asking for them will accept nothing else. Rendell's have proved to be the strongest bond between individual chemists and their customers. They are backed by sound advertising support. Write for details.

*As Trustee of  
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let your stock  
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**W. J. RENDELL LTD.**  
**HARDWICK HOUSE,**  
**161-165, ROSEBERY AVENUE, LONDON, E.C.1.**



*Widening  
a New Market  
for You*

Retail **7½d.** per tin  
P.A.T.A.

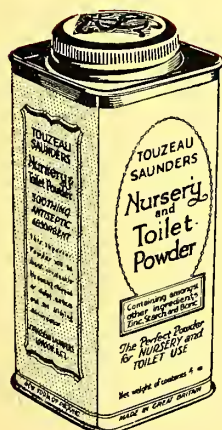
Wholesale **5/-** per doz.

Gross lots  
at **57/-** carriage  
paid.

Continuous advertising of Touzeau Saunders' Nursery & Toilet Powder has brought in many applications for samples, and some thousands have now been sent out.

Following the dispatch of these, unsolicited testimonials and requests for names of local suppliers are flowing in.

To obtain the business for Touzeau Saunders' Nursery & Toilet Powder in your district you need but to display and recommend it. The general public, as well as the nursing profession, is showing increasing preference for this superior product, sales are increasing week by week, and the progressive advertising that is building them will be vigorously pursued.



**TOUZEAU SAUNDERS'**  
*Nursery  
& Toilet Powder*

Obtainable from all Wholesalers or the Proprietors' Depot:

**BUTLER & CRISPE**

IMPORTERS, EXPORTERS & DISTRIBUTORS OF  
English and Foreign Proprietary Medicines, Perfumery, Toilet Goods,  
Druggists' Sundries

80-82 Clerkenwell Road, LONDON, E.C.1

*And Now!*

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## SHAVING STICK

- A modern product for the modern man.
- Artistic case of entirely new design.
- Shaving Soap of unquestionable purity.
- Easy fitting refills with aluminium screw-in base.

**1 1/3 EACH**  
REFILLS 10°  
Usual Trade Discounts

FROM YOUR WHOLESALE  
OR DIRECT FROM

**PIESSE & LUBIN LTD INC. BAYLEY & CO. LONDON:**  
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# Experience

enabled Drake to sail the seven seas.

In the Pharmaceutical province Barrett Proprietaries embody the spirit of adventure backed by sound experience in the manufacture and marketing of Pharmaceutical Products

BY THIS SIGN



ARE WE KNOWN

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MANUFACTURING CHEMISTS

OLD MILL STREET, BROOKHOUSE  
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BRITISH PHARMACEUTICALS OF HIGHEST POSSIBLE MERIT

# GOOD PRINTING

When you are requiring  
Showcards, Cartons,  
Folders, Booklets,  
Labels, Envelopes—  
in fact, any variety  
of advertising matter—  
consult us before  
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guarantee  
to satisfy  
you

Ask for an  
estimate

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BURLEY RD. LEEDS

Telegrams: Ideas, Leeds.

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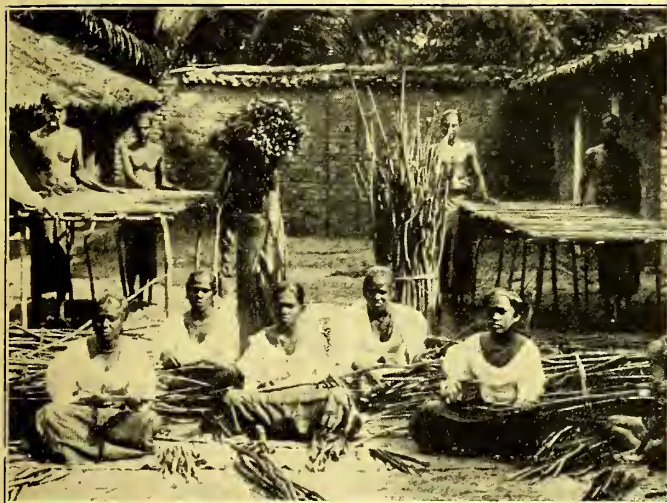
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use our  
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because they  
appreciate  
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economy

**SONS**  
LTD.

## The Romance of Empire Drugs (11)



Slitting and Rubbing Cinnamon Bark, Ceylon  
(From the Imperial Institute Collection)

**CINNAMON** Bark is obtained from *Cinnamomum Zeylanicum* Nees (Breyn), a tree of the Laurineæ family. It is indigenous to Ceylon, from which most of the bark of commerce is obtained, but it is also cultivated in India, Mauritius, Seychelles and Jamaica. The trees average 20 ft. in height, but sometimes reach 40 ft. They favour sandy or clayey soil, and are usually found on slopes and open spaces up to 1,500 ft. The bark is obtained from leafy shoots which grow from the tree stump. Portions of the bark about 1 ft. in length are cut and slit lengthwise with an instrument known as a "Mama," friction with the handle being applied in order to facilitate removal of the bark. In this way the so-called "quills" of the bark are obtained, which are placed one within the other and tied into bundles, in which state they are allowed to mature for 24 hours to assist removal of the corky covering. The bark is put into the shade for a short time, dried in the sun in trays and packed in bundles. The slender portions are previously cut off and sold as chips or used in the distillation of Cinnamon Oil.

Cinnamon obtained from Ceylon is superior to other varieties, but Tellicherry and Malabar or Tinnevely, both produced in Southern India, are also widely employed.

CINNAMON  
CEYLON

# Staff Allen & Sons

have been importers of Cinnamon bark and distillers of Cinnamon oil for almost a century and are particularly well placed to supply both.



Cinnamon is chiefly employed as a spice, but it is also used in manufacturing incense, whilst its cordial stimulant properties have found a place in pharmaceutical preparations. Cinnamon oil as used in medicine is the essential oil obtained from the bark. As an intestinal astringent, it has proved of value in common and influenza colds.

*Wholesale Trade only.*

# STAFFORD ALLEN & SONS LTD

COWPER STREET, LONDON, E.C.2

MANUFACTURING CHEMISTS

ESTABLISHED 1833

ESSENTIAL OIL DISTILLERS



# BRITISH BROMIDES

*Manufactured from*

## EMPIRE BROMINE

are now available in any quantities at competitive prices. The English manufacturers are fighting the foreign producers in order to secure the whole **BRITISH** trade in Bromides.

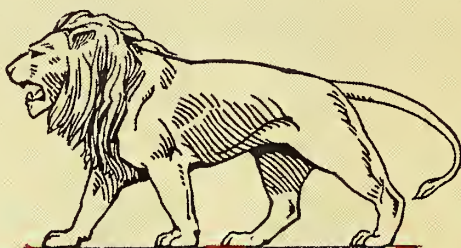
They ask Buyers to support them by insisting on being supplied with

## BRITISH BROMIDES

Superior in Quality  
Competitive in Price

}

BRITISH in Origin



*Buy British*

**HOWARDS**  
& SONS, LTD.

**MAY & BAKER**  
LTD

**WHIFFEN**  
& SONS, LTD.

# DAINTY DISPLAY AND EXTRA PROFIT



## THIS STAND FREE & A BONUS ON FLORAL PERFUMES

BOURJOIS floral perfumes are the most popular and the quickest selling lines of the day. In consideration of the display of the above beautiful stand we make the following bonus offer, showing an exceptional profit margin.

|                 |                                  | COST    |   | RETAIL  |
|-----------------|----------------------------------|---------|---|---------|
| 6 doz. assorted | 1/- perfumes at 9/-              | 2 14 0  | - | 3 12 0  |
| 1               | " 2/6 " 20/-                     | 1 0 0   | - | 1 10 0  |
| 2/12 "          | " "Ashes of Roses" 5/- perfume   | FREE    | - | 10 0    |
| 1/12 "          | " "Ashes of Violets" 5/- perfume | FREE    | - | 5 0     |
|                 |                                  | £3 14 0 |   | £5 17 0 |

**PROFIT £2 3 0**

★ To save your time write name and address on margin and post this page as order. ★

Paris **BOURJOIS** London

A. BOURJOIS ET CIE., LTD., 4, WATER LANE, LONDON, E.C.4

THIS OFFER DOES NOT APPLY TO THE IRISH FREE STATE

## IMPORTANT NOTICE!

Your generous Profits  
on the startling seller

# BRYLCREEM

(registered)

"THE CREAM OF THE TRADE"

are now protected by the

## P.A.T.A.

Sales exceed

**110,000** BOTTLES MONTHLY

Manufactured by

**THE COUNTY PERFUMERY  
COMPANY, BIRMINGHAM.**

IF YOU ARE NOT SELLING "BRYL-  
CREEM" WRITE FOR PARTICULARS  
OF OUR GENEROUS BONUS OFFER.

**A POSTCARD  
ENLARGEMENT FREE**

WITH EACH FILM DEVELOPED  
AND SIX PRINTS

POSTCARDS 2/6 doz. 4 for 1/-  
from any negative or any photograph  
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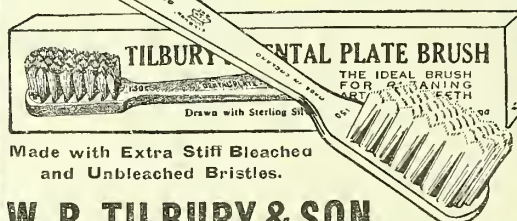
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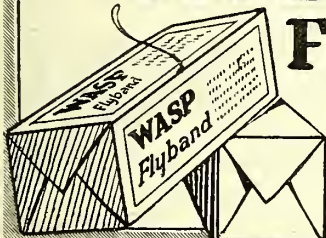


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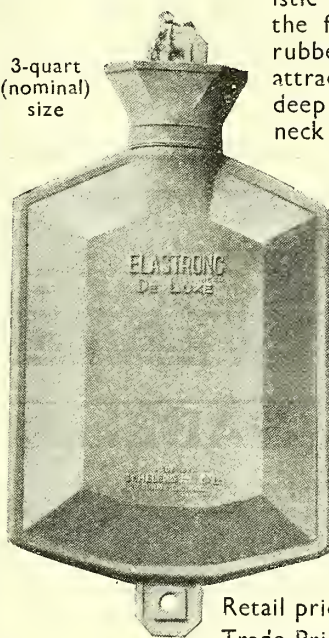
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No. 1

No. 2

No. 3

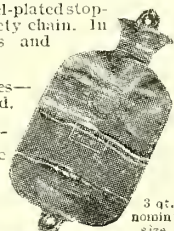
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 Uncontrolled.

Trade prices—  
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2-quart size  
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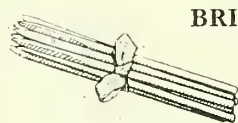


3 qt.  
 nominal  
 size

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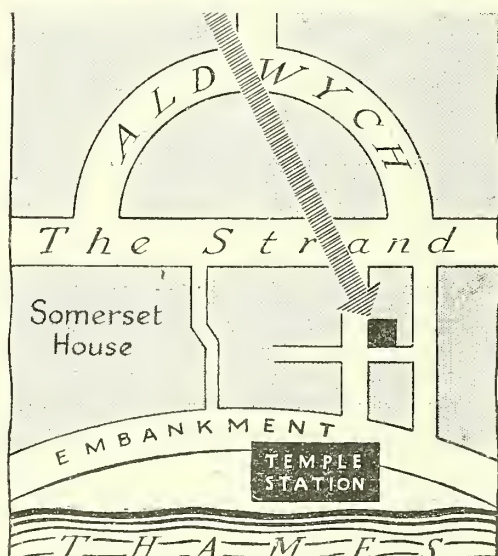
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We, J. W. Watts & Co., hereby tender our apology to Messrs. Burroughs Wellcome & Co. for trespass upon their industrial property rights in using the word 'Tabloids' in respect of products not issued by them.

We hereby undertake to surrender for destruction all printed matter in our possession or under our control in which the words 'Tabloid' or 'Tabloids' are employed where the products of Messrs. Burroughs Wellcome & Co. are not intended to be designated, and agree to publication of this apology.

Dated this 8th day of August, 1931. J. W. WATTS & CO.

Witness:

(Sd.) J. W. Watts

(Sd.) Margaret Whitelock

The registered Trade Mark 'TABLOID' is an arbitrarily coined word or brand which denotes specifically "Burroughs Wellcome & Co. products." The substitution of goods of other manufacture when the word 'TABLOID' is used

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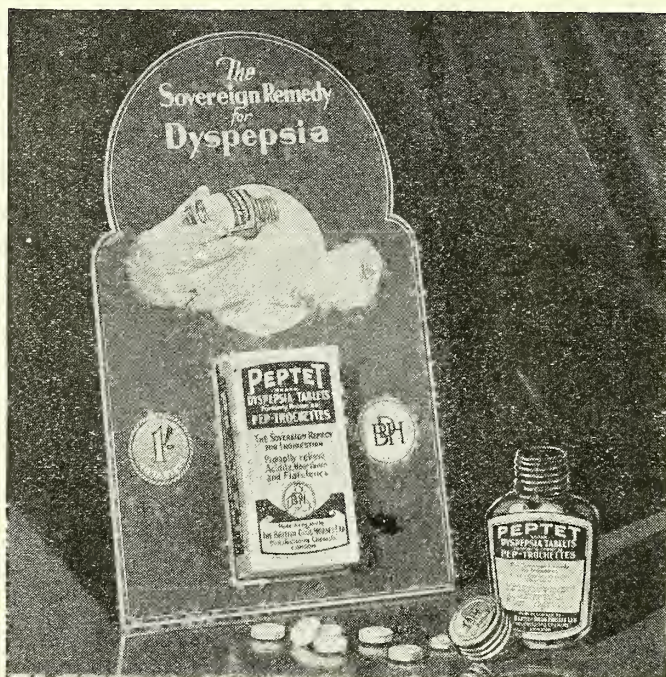
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
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VOL. 115. NO. 2690

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## News of the Week

### Poison-Licence Application Opposed

Clitheroe Town Council recently considered an application by Mr. W. W. Dugdale and Mr. F. Willis, agricultural produce merchants, for licences to sell sheep dip. The applicants were represented by Mr. J. H. Ramsbottom, and opposition to the application was made by Mr. H. Backhouse, sen., of Blackburn, on behalf of local chemists. Mr. Ramsbottom stated that Section 2 of the Poisons and Pharmacy Act, 1908, laid it down that before granting licences the local authority should take into consideration whether the reasonable requirements of the public with respect to the purchase of poisonous substances were satisfied. The local authority were also required to satisfy themselves that the applicants were fit persons to be entrusted with the sale of poisonous substances. He thought Mr. Backhouse would agree that both applicants were quite suitable. Mr. Backhouse: I say they definitely are not—not from any lack of character, but because anyone unqualified ought to have nothing to do with this business. Mr. Ramsbottom said the Act of Parliament ruled his friend's argument out by permitting applications of that kind. Similar applications had been granted in many towns in the district. The present applications were supported by the National Farmers' Union, and the makers of the sheep dip had asked that the applications should be made. So far as they were aware, there was only one chemist in the town who actually sold the sheep dip in which they proposed to deal.

Opposing the application, Mr. Backhouse first outlined the law on the subject. He said there were in Clitheroe five pharmaceutical chemists or chemists and druggists, and he submitted that that number was ample to supply the needs of the district. There were, of course, non-poisonous sheep dips which could be sold by anyone. In a packet of Cooper's sheep dip

there was sufficient arsenic for 1,000 fatal doses. It was absolutely against public interest that further facilities for the purchase of poisons should be granted. The trend of public opinion was that the regulations as to the sale of poisons should be tightened. He submitted that as farmers had to come to Clitheroe for the sheep dip there was very little extra trouble involved in them walking to the shop of a fully qualified chemist. Five such business men in Clitheroe were ample for requirements.

Replying, Mr. Ramsbottom said that Clitheroe might be a small borough, but there was a big agricultural district, and he did not think that the present agencies of supply were sufficient. Mr. Backhouse could not say that all five chemists in Clitheroe dealt in sheep dips. It should be borne in mind that the sheep dip was delivered and sold in sealed containers. The Council subsequently considered the matter in committee, but adjourned their decision.

### Inquests

A verdict of "Death from misadventure, due to morphine poisoning," was returned at a recent inquest on the body of Ethel G. Skitt, Market Drayton. It appeared, from the evidence, that the drug had not been taken with suicidal intention.

An inquiry was held at Liverpool, on August 20, concerning the death of Mr. A. W. Ashcroft, chemist and druggist, Aigburth Road, who was found dead at his shop with a bottle beside him which had contained hydrocyanic acid. Evidence showed that Mr. Ashcroft had been depressed by loss of weight and by his financial affairs, although there was no cause for worry. A verdict of "Suicide while of unsound mind" was returned.

### Miscellaneous

**FORGED TREASURY NOTES.**—The circulation of spurious Treasury notes in Manchester, Blackpool, Bolton and other Lancashire towns is reported. The notes are said to be such good imitations of genuine notes that their detection is difficult.

**LECTURES ON SALESMANSHIP.**—The London County Council announces two courses, each consisting of five weekly lectures, on salesmanship, by Mr. Cunliffe L. Bolling. The lectures will be held on Tuesday evenings at 7.30 p.m., commencing on September 29, at the Barrett Street Trade School, Oxford Street, W.1. Tickets, 2s. 6d. each per course, are obtainable at the school.

**PETROLEUM (CONSOLIDATION) ACT, 1928.**—Notice is given in "The London Gazette" that the Home Secretary proposes, after the expiration of forty days from August 25, to make Regulations for the conveyance of petroleum spirit by road. Draft copies of the Regulations may be obtained on application to the Under-Secretary of State, Home Office, Whitehall London, S.W.1.

**BRITISH TRADE SHIP.**—The British trade ship, "The British Exhibitor," mentioned in our issue of June 27, arrived at the London Docks on August 25. The ship has been provided with exhibition halls on three decks, and during the next two months will be stocked with goods by those who wish to take part in the expedition. It is stated that in the course of the cruise 242 days will be spent in various ports.

**FOOD AND DRUGS (ADULTERATION) ACT.**—At Saltash Police Court, on August 25, Harry Elliott was fined 10s. for having sold egg powder, certified by Dr. H. E. Cox, the Cornwall county analyst, not to conform to the ingredient values of powdered egg. It was stated on behalf of Breeze's Plymouth, Ltd., wholesale druggists, Plymouth, the manufacturers, that the same ingredients had been used in the manufacture of the powder for forty years; they denied that the powder was prejudicial to the purchaser. The presiding magistrate expressed sympathy with the defendant.

**IN THE COURTS.**—At South-West London Police Court, on August 18, William E. Miller and Thomas Smith, described as bricklayers, of no fixed abode, were remanded on a charge of breaking into a shop in Acre Lane, Brixton, S.W., and stealing goods, including 10 gr. of cocaine,  $\frac{1}{2}$  oz. of morphine and five cameras. At the next hearing of the case, on August 24, the accused were committed for trial.—At North London Police Court, on August 20, Albert Jones (28), bricklayer, of no fixed abode, was committed for trial on a charge of breaking into the factory of Carnegie Brothers, Ltd., manufacturing chemists, Essex Road, N.1, and stealing money and cigarettes. It was stated that damage to the extent of £100 had been done to safes and other property in the factory.—At London Sessions, on August 26, Joan Kerr (52), described as a chemist's assistant, was bound over for two years on a charge of theft at a West-End shop.

### Scottish Notes

#### Brevities

The majority of Scottish chemists have now returned from holidays, hope is fixed on winter business.

Mr. A. Hogg, retired chemist and druggist, Leven, who has been indisposed for some time, has now improved in health and is able to be out again.

A correspondent writes:—"Free gift schemes are receiving a wide berth from many Scottish chemists, and even the public indicate that one can have too much of a good thing."

At Cupar, on August 13, Catherine Clarke, general storekeeper, was summoned for having sold two tins of an asthma cure containing poison. The prosecution did not ask for a penalty, and the defendant was dismissed with an admonition.

Cockburn & Co., Ltd., manufacturing chemists, 130 Howard Street, Glasgow, have found a gold signet ring among the straw which came from hampers of returned empties. The ring bears a masonic emblem, and on the inside are engraved initials and the figures "1926." The owner is requested to communicate with Messrs. Cockburn.

### Irish Notes

#### Chemists' and Druggists' Society of Ireland

A meeting of the General Committee of the Chemists' and Druggists' Society of Ireland was held on August 27 to consider matters referred from the annual general meeting, including the reorganisation of the Society. Mr. Fred. Storey (president), who was in the chair, brought forward some correspondence he had had with the president of the Ulster Retail Drug Trade Association; this was fully discussed. The Committee drew up a scheme to alter the present constitution and rules, so as to enlarge the scope of membership to include pharmaceutical chemists.

## Business Changes

MR. H. WHISTLER, chemist and druggist, has opened a pharmacy in High Street, Steyning, Sussex.

MR. W. R. DAVIS, chemist and druggist, has opened a pharmacy at High Road, Broxbourne, Herts.

BOOTS, LTD., chemists, have opened a branch at the corner of the Parade and Mercery Lane, Canterbury.

## Imperial and Foreign News

**ITALIAN PHARMACEUTICAL CONGRESS.**—The second national congress of Italian pharmaceutical chemists was held in Rome recently. The subjects discussed at the meetings included "Social Insurance against Illness," "Pharmaceutical Legislation" and "Patent Medicines." The national secretary (Dr. Ruggeri) announced that the National Syndicate had made application to form part of the International Pharmaceutical Federation.

**PHARMACEUTICAL SOCIETY OF TRINIDAD AND TOBAGO.**—A meeting of the Pharmaceutical Society of Trinidad and Tobago was held on July 9, Mr. F. E. Grant in the chair. A discussion on *Forensic Pharmacy* was opened by Messrs. G. H. Langton and E. A. Walcott. Mr. Langton dealt with the history and the law relating to pharmacy in the Colony, and Mr. Walcott gave examples of violations and abuses. Full discussion was postponed until the next meeting. The officers of the Society are as follows:—*President*, Mr. F. E. Grant; *Vice-President*, Messrs. J. F. Nelson and Percy Philip; *Secretary*, Mr. H. Joseph; *Assistant Secretary*, Mr. F. Mathison; *Treasurer*, Mr. R. R. McCarthy.

**JAPANESE ALKALI PRODUCTION.**—The Asahi Glass Co. and Japan Soda Industry Co., the only two manufacturers of soda ash now operating in Japan, are planning increases in their output while the South Manchurian Railway is expected to build a soda ash plant. Present production of the first two firms is respectively 80 and 100 tons daily. That of the Japan Soda Industry Co., being Government subsidised, is to be increased to 150 tons per day. Some of this increase is to be used for caustic soda production. About 60 per cent. of the soda ash in Japan is used for glass manufacture, 10 per cent. for soap, and the rest chiefly for caustic soda and the rubber industry. Consumption of soda ash in 1927 totalled over 121,000 tons, and in 1928 over 137,550

tons, of which 77,110 tons was imported and 30,439 tons produced locally. The 1929 production figures are not available, but imports equalled those of 1928.

**OPIUM FOR SMOKERS IN SINGAPORE.**—A new Government opium packing plant has been erected on the outskirts of Singapore, which is responsible for the packing and distribution of all opium consumed in Malaya. The present system is to pack the opium into a small sealed tube, which has to be destroyed before the opium can be extracted. This facilitates the work of Monopolies officers, who, when they discover opium in any other than a Government container, can immediately identify it as smuggled. The plant employs 380 hands, of whom 300 are Chinese women. The daily output of the plant is 10,000 big tubes, and 500,000 small tubes, which are distributed throughout the Peninsula. Singapore consumes 300,000 small tubes and 30,000 large tubes weekly, through the local retail chandu shops. It should be noted at this stage that the crude substance is referred to as opium, while after passing the final stage of preparation it is known as chandu. Chandu is only supplied in these shops to holders of smokers' certificates. It is interesting to note that Perak consumes 2,000,000 small tubes and 50,000 large tubes monthly.

**A CHEMISTS' WEEK.**—Chemists' week, observed in New Zealand recently, saw greater efforts put forward than ever before. Auckland chemists responded well. A special standardised display was prepared, and about seventy-five shops in the town featured it. The accompanying photograph shows a typical chemists' week window. Liberal displays of

the ordinary packed lines, priced with uniform "Chemists' Quality" price tickets, were made. Many shops featured packed lines to the total exclusion of ordinary merchandise, and although a direct advertis-



Photo]

CHEMISTS' WEEK WINDOW IN AUCKLAND

[Walls

ing benefit was felt, it is generally agreed that the indirect effect will be greater.

## Topical Reflections

By Xrayser

### Price Maintenance

is not likely to be interfered with by Parliament, one would imagine, after so downright a vindication of the principle by the Board of Trade Committee, on the report of which you comment (*C. & D.*, August 22, p. 257). Those who furnished the evidence which made clear what were the reasons for operating a system of price maintenance are to be congratulated upon having proved their case up to the hilt, as shown by the closely reasoned and logical conclusions of the Committee. At the same time, it is necessary to recognise that the system is not regarded with unqualified approval from the public point of view, but rather as a necessary evil. It would be unwise to overlook the various qualifications attached to the Committee's conclusions in favour of non-interference with the system of price maintenance. What, in fact, seems to be required is that while welcoming the decision at which the Committee unanimously arrived, we should do our best to consider the matter from the point of view of the general public, and so arrive at a more balanced outlook than if we allowed the personal factor alone to influence our opinions.

### "Olla Podrida Pharmaceutica"

might well have been the title of Mr. Hines's "critical review" of the educational policy of the Pharmaceutical Society, which he had prepared for the delegates' meeting at Manchester (p. 259). After twice reading your abstract of the paper I am still at a loss to understand exactly what the author was endeavouring to drive home. I find myself in apparent agreement with him regarding the weeding out of unsuitable aspirants to pharmaceutical qualification and reduction in the number of final examinations, but his language is far from precise and clear, so that I find myself in a state of doubt regard-

ing his views on these and other points of importance. Entire exclusion of botany from the pharmaceutical syllabus, which he seems to favour, does not accord with the inclusion of some elementary knowledge of bacteriology and mycology. His paper appears to have been successful in stimulating discussion, but the wandering nature of the latter was such as to make one doubt if the time occupied by this particular delegates' meeting was spent wisely and profitably. Incidentally I gather from the published remarks of one of the delegates (p. 260) that Mr. Hines, or someone at the meeting, put forward a suggestion "that about 10,000 unqualified men should be put on the Register." But how does this accord with Mr. Hines's ideas of making each pharmacy a training centre of its own and developing in the pharmacy the equipment of the future pharmacist? Dilution of those now qualified to practise pharmacy by half their number of unqualified persons hardly seems the way to raise our status and the standard of our craft.

### Readiness to Surrender

was the key-note of the second delegates' meeting at Manchester (p. 261), and President Melhuish was successful in persuading the assembled delegates to authorise him to do any necessary climbing down if and when the Pharmacy and Poisons Bill again comes up for second reading. As matters stand, however, the Bill may have to be dropped. Such a happening would be a heavy blow to those at the Pharmaceutical Society's headquarters and elsewhere, who have pinned their faith to the passing of the measure and hoped that this might take place with a minimum of delay. It may be long before the opportunity recurs of securing all that the Bill offered to them; and it will not be surprising if dissatisfaction is in such case expressed at the conduct of affairs which has yielded so unfavourable a result.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

DUBERLY & WHITE, LTD. (P.C.).—Capital £8,500. Objects: To acquire the business of a chemist, druggist and optician carried on by W. White at Luton. R.O.: 3 and 5 George Street, Luton.

SOUTH HARROW PHARMACY, LTD. (P.C.).—Capital £100. Objects: To carry on the business of wholesale and retail chemists and druggists, chemical engineers, etc. R.O.: 283 Northolt Road, South Harrow.

WIDGER WILLIAMS CASH CHEMISTS, LTD. (P.C.).—Capital £100. Objects: To acquire the business of a cash chemist carried on by Betty Widger Williams, 8 Cardinal Place, Putney, London, S.W., as "Williams Cash Chemists."

GARFOR, LTD. (P.C.).—Capital £550. Objects: To adopt agreements (1) with C. C. F. Forssell and (2) with H. G. C. Garratt, and to carry on the business of manufacturing chemists and druggists, etc. R.O.: 35 Great Tower Street, E.C.

ROBINSON & Co. (CHEMISTS), LTD. (P.C.).—Capital £5,000. Objects: To acquire the goodwill of the business of wholesale and retail chemists and druggists heretofore carried on at Orford Hill and Orford Place, Norwich, as "Robinson & Co." Solicitors: Daynes, Keefe & Durrant, Opie House Chambers, Castle Meadow, Norwich.

R. HOVENDEN & SONS, LTD.—Net profit to January 9 was £14,812, against £36,834 for the previous year.

PINCHIN JOHNSON & Co., LTD.—Interim dividend of 10 per cent., less tax on ordinary shares, payable on September 7.

STAVELEY COAL & IRON Co., LTD.—Final dividend of 3½ per cent., tax free, making 6 per cent., tax free, for the year, payable October 5. For the two preceding years the dividend was the same. Issued capital, £3,385,356.

DRUG, INCORPORATED.—Statement for six months to June 30, 1931, shows a net profit of \$10,656,054, against net earnings for the corresponding period of 1930 of \$10,542,007. Dividends paid were \$7,002,998, leaving the surplus at June 30, 1931, at \$23,197,053.

## Bankruptcy Reports

**Re John Blamey**, Glaschorrie, Barnwood Road, near Gloucester, late Stonehouse, Gloucestershire, chemist and druggist. The public examination of this debtor was held recently at the Shire Hall, Gloucester, when a statement of affairs was submitted which disclosed unsecured liabilities of £1,392, against assets estimated to produce £12. Debtor said that in 1921 he purchased the chemist's shop of which he had acted as manager for £950. He had no capital, and the purchase price was advanced to him by the bank, which advance had been repaid. The business was not very successful owing to heavy overhead expenses, and debtor sold it in 1928. In October 1928 he bought a business at Ealing for £400. Subsequently this business was sold for £180, and in February 1929 debtor purchased a business at Stonehouse for £1,250. He had no capital and obtained the purchase money from the bank on his wife's security. At the end of a year's trading a net profit was disclosed of £8 18s. 1d. During that time the debtor had drawn £10 a week. Debtor added that as soon as he realised his position he cut down his expenses to the utmost, and in February last sold his business for £850. The failure was attributed to "lack of working capital and undue personal expenditure." The examination was closed.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," July 29, 1931.)

Design of two insects on circle; for toilet powder (48) and design of girl smelling flower; for perfumery, etc. (48). By Tokalon, Ltd., Chase Road, London, N.W.10. 523,423/4.

"LOYSIS"; for shaving cream (48). By R. Hovenden & Sons, Ltd., 29, 30, 31, 32 & 33 Berners Street, London, W.1. 523,341.

"SAXTONIA"; for perfumery, etc. (48). By G. L. Saxton, 17 Prothero Gardens, Hendon, London. 523,921.

"PECCADILLO"; for perfumery, etc. (48). By Dubuis & Rowsell, Ltd., "Duroma" Works, Elmwood Road, Croydon, Surrey. 523,984.

Design of three figures; for perfumery, etc. (48). By W. B. Cartwright, Ltd., Mount Vernon Road, Larkfield, Rawdon, nr. Leeds. 523,152.

### APPLICATION AMENDMENT

According to "The Trade Marks Journal" of July 29, 1931, the specification for "REVERINE" in Class 3, 522,382, by Bayer Products, Ltd., has been amended to exclude soap.

(From "The Trade Marks Journal," August 5, 1931.)

"ACRYOL"; for chemicals for preventing freezing in engines (1). "CELLOSTRIP"; for all goods (47). By Cellon, Ltd., Upper Ham Road, Kingston-on-Thames, Surrey. 522,511; 524,052.

"SICLO"; for chloride of lime disinfectant (2). By Società Elettrica ed Elettrochimica del Caffaro, 34a, Via Legnano, Milan, Italy. 518,751.

"MARIHERBA"; for a medicine (3). By A. B. H. Detloff, 26 Sun Street, Finsbury Square, London. 524,169.

"DAGGETT & RAMSDALL PERFECT COLD CREAM" with "d and r" in circle ("d and r" disclaimed); for cold cream (3). By Daggett & Ramsdall, 2 Park Avenue, New York. 507,533. (Associated.)

"HUTCHINSON"; for adhesive surgical bandages and gloves (11). By Etablissements Hutchinson Compagnie Nationale du Caoutchouc, Société Anonyme, 124 Avenue des Champs Elysees, Paris, France. 503,029. (Associated.)

"ERLANA"; for soap (47) and (48). By H. Erlanger, 41 Jewin Crescent, London, E.C.1. 518,850/1. (Associated.)

"LIBUSSA"; for all goods (48). By E. Dursthoff, 6 Ahornstrasse, Berlin-Steglitz, Germany. 514,547.

"MARFAK"; for all goods (47). By The Texas Company, 135 East 42nd Street, New York, U.S.A. 524,157.

"LIKARIA"; for all goods (48). By J. Lesquendieu, 5 Bis rue de la Taeherie, Paris, France. 523,030.

"COTAE"; for perfumery, etc. (48). By Coty, 23 Place Vendome, Paris, France. 523,056. (Associated.)

(From "The Trade Marks Journal," August 12, 1931.)

"SACHTOPON"; for all goods (1). By Sachtleben A. G. für Bergbau und Chemische Industrie Eintrachtstrasse 163 Köln am Rhein, Germany. 514,660. (Associated.)

"SIE-FIX"; for chemicals (1). By Henry C. Stephens, Ltd., 57 Aldersgate Street, London, E.C.1. 524,102.

"CATHEDRAL"; for sensitized films for photography (1). By Imperialads, Ltd., 60 Strand, London, W.C.2. 524,124.

"CAULINUTE"; for chemicals (2), and food substances (42). By William Blackwell Cowell, 258a Upper Street, London, N.1. 522,181.

"SURAX"; for all goods (2). By Frederick V. Gregory, 7 Sandiways Road, Wallasey, Cheshire. 523,651.

"ALPHIDINE"; for chemicals (2) and (3). By Oppenheimer, Son & Co., Ltd., Handforth Laboratories, Clapham Road, S.W.9. 524,082/3. (Associated.)

PICTURE OF MAN IN CLERICAL DRESS; for medicine for human use (3). By The Muller Laboratories, Ltd., 37 Manchester Street, Manchester Square, London, W.1. 523,755.

# British Report on Dangerous Drugs to the League of Nations

THE latest annual report of the British Government to the League of Nations on "dangerous" drugs, covering the year 1930, has arrived somewhat later in the summer than has been customary. On the first page of the report occurs the satisfactory statement: "Drug addiction is not prevalent in Great Britain." The statistics with which the report is filled do not differ greatly, as a whole, from those of the previous year. During the twelve months reviewed seventeen persons in charge of private dispensaries were licensed to be in possession of one or more of the drugs for supply, on doctors' prescriptions, to members of the dispensary; six schools of pharmacy were licensed to be in possession of certain drugs for the purpose of instruction of the students; eight persons were licensed to possess various drugs for analytical and research work; seven persons were licensed to be in possession of specimens of certain of the drugs; twenty-five unregistered veterinary surgeons were licensed to be in possession of certain drugs for use in the treatment of animals; twenty persons were licensed to possess one or more of the drugs for the purpose of manufacturing "patent and special" medicines; and fifteen persons were licensed to possess certain drugs for the purpose of manufacturing medicines required in the treatment of animals. There were 120 wholesalers licensed to deal in one or more of the drugs, twenty persons licensed as merchants and eighteen as brokers in respect of one or more of the drugs. Seizures by the police included 0.0016 gr. of morphine tartrate. From the report and its appended tables we have compiled the following abstract:—

## RAW OPIUM

Imports of raw opium amounted (omitting decimal fractions) to 63,634 lb., of which 22,400 lb. came from India and 36,274 lb. from Turkey. Exports totalled 4,648 lb., against 9,956 lb. in 1929.

## MEDICINAL OPIUM

The manufacturers licensed during 1929 to manufacture medicinal opium were:—Stafford Allen & Sons, Ltd., 7 Cowper Street, London, E.C.2; Evans Sons Lescher & Webb, Ltd., 29 Fleet Street, Liverpool; C. R. Harker Stagg & Morgan, Ltd., Emmott Street, London, E.1; T. & H. Smith, Ltd., Blandfield Chemical Works, Edinburgh; R. Sumner & Co., Ltd., 40 Hanover Street, Liverpool; John Wylde, 9 Colworth Grove, London, S.E.17. Imports (returned British goods) amounted to 4,401 lb. The total amount manufactured was 4,120 lb., and exports amounted to 1,574 lb. (3,026 lb. in 1929).

## MORPHINE

The manufacturers licensed during 1929 were:—J. F. Macfarlan & Co., 93 & 109 Abbeyhill, Edinburgh; T. & H. Smith, Ltd., Blandfield Chemical Works, Edinburgh. The total amount of morphine manufactured during the year, i.e., the gross amount manufactured, less the amount converted into codeine, diacetylmorphine, etc., was:—Morphine alkaloid, 5,736 oz.; morphine salts, 43,901 oz. In addition 1,888 oz. of morphine alkaloid and 1,800 oz. of morphine salts were used in the manufacture of diacetylmorphine; 17,489 oz. of morphine alkaloid was used in the manufacture of codeine; 5,505 oz. of morphine alkaloid was used in the manufacture of ethylmorphine and 288 oz. of morphine salts was used in the manufacture of apomorphine. Morphine and its salts and preparations imported reached a total of 614 oz.; exports amounted to 21,593 oz. (42,331 oz. in 1929).

## DIACETYLMORPHINE

The names of the manufacturers licensed are the same as those for morphine. The amounts manufactured during the year were:—Diacetylmorphine, 213 oz.; salts of diacetylmorphine, 3,984 oz. Imports (including salts and preparations) amounted to 5 oz.; exports to 2,775 oz. (4,823 oz. in 1929). It is added that dihydrocodeinone, dihydro-oxycodone, benzoylmorphine, dihydromorphinone and esters of morphine other than diacetylmorphine are not manufactured in this country.

## COCAINE

The manufacturing house licensed was May & Baker, Ltd., Garden Wharf, London, S.W.11. The amounts manufactured during the year were:—Cocaine alkaloid, 4 oz.; cocaine salts, 12,486 oz. Imports (including salts and preparations) amounted to 3,673 oz.; exports to 5,510 oz. (3,920 oz. in 1929).

## INDIAN HEMP

The quantities of extracts and tinctures of Indian hemp manufactured by licensed firms were:—Extracts, 7,694 oz.; tinctures, 17,296 oz. Imports of Indian hemp totalled 7,363 lb.; imports of extracts and tinctures, 187 oz.; exports of Indian hemp, 526 lb. (2,409 lb. in 1929); and exports of extracts and tinctures, 4,064 oz. (5,634 oz. in 1929).

## MISCELLANEOUS

Under the heading "Codeine," the following figures are given:—Amount manufactured, 39,987 oz.; amount imported, including reimports of codeine previously exported, 1,168 oz.; amount exported direct by manufacturers, 40,733 oz.; amount exported by other licensed persons, 2,140 oz.; stock in hands of manufacturers at 1.1.30, 27,678 oz.; stock in hands of manufacturers at 31.12.30, 19,873 oz. The amount of ethylmorphine manufactured was 5,521 oz.; the amount of apomorphine manufactured was 112 oz.

## The Locum

HE is more than an ordinary assistant. He is your own substitute, taking your place in your absence, acting your part to the best of his ability. You would not willingly admit that anyone can fill your place, can act as capably as you can, can run the business as successfully as you do it yourself. Yet that is what you have put him there for; help him, therefore, as much as ever you can. Treat him liberally, give him a free hand, show him how much you expect from him if you want to get the best out of him.

You select him carefully, you look for experience and the ability to accept responsibility, you expect good references, you ask for good service. Leave him, therefore, all the information possible when you go for your holiday; write down formulas, prescription references, addresses so that there will be small chance of mistakes. Leave the shop tidy and trim, well supplied with stock. Show that you trust him to carry on efficiently in your absence, and the chances are that he will not let you down.—SENEX (29/7).

PARMENTIER'S STATUE REPLACED.—A new statue to the pharmacist, Parmentier, has just been unveiled at Mondidier to replace that destroyed during the war.

## New Books

Walford, C. C.—*Company Secretarial Routine*. 6½ in. by 4½ in. 1p. 64. 1s. Pitman & Sons, Ltd., Parker Street, London, W.C.2. [This handy volume, which forms a useful addition to Pitman's Business Library, deals in a practical and interesting way with the problems confronting those engaged in company secretarial work.]

Jensen, H. R.—*The Chemistry, Flavouring and Manufacture of Chocolate Confectionery and Cocoa*. 9½ in. by 6 in. Pp. 406. 27s. J. & A. Churchill, 40 Gloucester Place, London, W.1. [A comprehensive survey of raw materials, processes of manufacture and flavouring agents. Technical data not readily accessible have been consulted, on the manufacturing and on the analytical side alike. There are twenty-three illustrations and numerous tables.]

Cresswell, Ernest J. J.—*Sponges: Their Nature, History, Modes of Fishing, Varieties, Cultivation, etc.* 7½ in. × 5 in. Pp. 126. 3s. Pitman & Sons, Ltd., Parker Street, London, W.C.2. [Mr. E. J. J. Cresswell, who is well known for his connection with Cresswell Bros., a branch of International Sponge Importers, Ltd., is an authority on sponges. His interesting book, the second edition, is one of a series dealing with "Common Commodities and Industries." The book is written in an attractive style.]

Preston, Anthony J. *A Manual of Physiologic Chemistry*. Second edition. 7½ in. by 5 in. Pp. 214. 7s. 6d. Refraction Hospital, Newington Causeway, London, S.E.1. [The demand for a second edition of this book so soon after the first indicates that it has filled a real need, and is also evidence of a desire on the part of refractionists for a knowledge which will facilitate co-operation between themselves, the medical and pharmaceutical professions. The additional matter in the new edition is chiefly in the section on vitamins. It may be pointed out that a slip has occurred on p. 190 regarding the sale of poisons by medical men, while the list of drugs to which the Dangerous Drugs (Consolidation) Regulations apply is incomplete.]

Horkheimer, Ph.—*Anleitung zu medizinisch-chemischen Untersuchungen für Apotheker*. 8½ in. by 5½ in. Pp. 83. Marks 6.00. Verlag von Julius Springer, Berlin. [A practical guide to clinical analysis, by the pharmacist in the Town Hospital of Nürnberg. Based on the results of his observations, the author describes the various methods for the examination of urine, blood, stomach contents and faeces. The actual application of the various tests is briefly explained with critical remarks, while a number of useful hints of a practical nature are included, many of which are particularly valuable to the analyst confronted by an unusual result, or by the presence of certain bodies of infrequent occurrence in human excretions and which often are difficult to determine.]

Griffith, R. O., and McKeown, A.—*Photo-Processes in Gaseous and Liquid Systems*. 8½ in. by 5½ in. Pp. viii + 691, with 52 diagrams. 25s. Longmans, Green & Co., 39 Paternoster Row, London, E.C.4. [This volume is included in the series of text-books on physical chemistry, edited by Dr. F. G. Donnan, M.A., F.R.S., and the object of the book is to present an account of theoretical photo-chemistry for senior and research students, incorporating the most recent advances in the subject. The introduction of the quantum theory by Planck and its application to photo-chemistry by Einstein, together with the inception and rapid achievements of Bohr's theories of atomic constitution and the origin of spectral lines have supplied a background for the evolution of this branch of chemistry. An appendix deals with chemical effects of  $\alpha$ -rays,  $\alpha$ -particles, and electrons. A subject index and author index are provided.]

Hammond, A. E.—*Multiple Shop Organisation*. 8½ in. by 6 in. Pp. 175. 6s. Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2.

[The opening of a branch of what is generally known on other retailers in the locality. The stress of competition and advantages of buying in larger quantities has in many instances resulted in chemists opening branches and developing them on multiple shop lines. There comes a time, however, when the policy in regard to such questions as centralised or decentralised control, stock control, selling methods, securing sites, advertising and other matters has to be settled or revised, and it is in assisting to decide such problems that this book will prove helpful. The author has drawn on the methods in vogue at some of the most successful multiple concerns in this country for the foundation of this volume, the various systems being reviewed in a most informative manner.]

## Medical Research Report

THE sixteenth annual report of the Medical Research Council (a committee of the Privy Council), covering the year 1929-30, has been issued (price 2s. 6d.) by the Stationery Office. The writing of these reports, if they are to be anything but a bare record of work done under the auspices of the Council, becomes, as everyone can understand, increasingly difficult; and we are not surprised at failing to find in the publication before us any discussion of results comparable with that contained in the fifteenth report (C. & D., 1930, I, 728). As a rule, the student of the topics referred to in such a summary as the present one can only make the best of it, and aided by an excellent bibliography and an index select the items in which he is interested. To gather some idea of recent research in vitamins, for instance, it is necessary to consult at least three sections of the report. In this way we learn that Lever Brothers, Ltd., have presented the Council with a valuable supply of a concentrate of vitamin A; that samples of standard solution of irradiated ergosterol have been supplied from the National Institute to twenty-eight institutions in Great Britain and other countries; that evidence has been obtained of the formation of at least one other substance than vitamin D as an irradiation product of ergosterol; and that the series B<sub>1</sub> to B<sub>4</sub> inclusive has been further studied. A similar exploration of previous results is reported in respect of viruses. Dr. C. H. Andrewes has found that the so-called salivary virus infecting guinea-pigs apparently persists indefinitely in an animal which has once been infected with it, in spite of the presence in the serum of an antibody which neutralises the infective power of the virus for a fresh animal.

### Ultrafilters

Dr. W. J. Elford has made substantial progress towards the production of graded "ultrafilters," with a special view to the study of viruses. It is already possible to make a collodion filter which will stop even the smallest visible organisms and allow a particular virus to pass, and another which will allow the proteins in solution to pass and hold back the virus. A virus can thus be concentrated. Professor J. B. Collip has succeeded in preparing in a concentrated form a placental hormone (previously observed by B. P. Wiesner), for which the name "emmenin" has been suggested by him; this is apparently a different substance from oestrin. Observations by Miss Durham on the relation of alcohol administration and fertility, and by Dr. W. M. Roberts on the power of various fixed oils to inhibit secretion, may also be mentioned as examples of careful and valuable studies; and the report given regarding recent investigation on canine distemper is distinctly encouraging. In the wide field covered by the report there are many other examples of good work, the results of some of which will probably be more evident in five or ten years' time than they are at present. The sum voted by Parliament for the financial year referred to is £148,000, by no means a lavish provision in view of the extent of the research undertaken.

# Greek Tobaccos

By Professor Dr. Em. Emmanuel, Dean of the Faculty of Psycho-Mathematical Science, Athens

THE chief agricultural product of Greece is tobacco, representing in value more than half the exports and producing an annual revenue of about £10,000,000. During the years 1923-1927 the total yield was 288,000 tons. The varieties cultivated in Greece have not yet, in my opinion, been properly classified. An investigation into this matter will be one of the objects of the proposed Tobacco Institute, whose chief aim will be the improvement of species and the formation of a group of experts for the study of scientific, technical, financial and administrative questions relating to tobacco. There are probably four kinds of tobacco cultivated in Greece:—*Nicotiana tabacum*, Linn. (oblong leaves, stalkless, red flowers); *Nicotiana macrophylla*, Lehm. (wide leaves, reddish flowers); *Nicotiana chinensis*, Fisch. (stalked leaves, reddish flowers); *Nicotiana rustica*, Linn. (oval leaves, yellow or greenish flowers). The small varieties belonging to *N. macrophylla* are named *Tabac de Maryland à feuilles courtes*. Most of the Turkish tobacco belongs to the variety *N. chinensis*. Small varieties of *N. macrophylla* cultivated in Greece are:—*Nicotiana macrophylla* var. *ovata* (stalkless, small leaves); *N. macrophylla* var. *alata* (winged stalks); *N. macrophylla* var. *cordata* (bare stalks).

## Commercial Names

From a chemical point of view, each one yields different products. In Greece and the Orient commercial names are derived from the manner of the elaboration of the leaves, from the shape, from the region of production, etc. These names are:—

(1) *Basmas* (Turkish compressed), considered to be the best kind of tobacco for universal production, small leaves (5-18 3-6 cms.), thin, soft, elastic and bearing very thin nerves; (2) *Siir Dili* (Turkish cow's tongue) or *sichna* (country), select type, similar to the preceding one; (3) *Basi Balli* (Turkish, tied on the head), yielding a select quality of leaves (10-25 3-15 cms.), hard with small stalks, big nerves and non-elastic, also known by the name of *Persitsani* or *Prosotsani*, a village near Drama; (4) *Camba Koulac* (Turkish, ugly-shaped ears), an inferior type with thick leaves, rough to the touch, size (12-23 5-16 cms.), with woody and rough nerves; (5) *Kaloup of Smyrna* or *Armatoedema*, select type with small leaves (7-18 3-8 cms.), thin and non-elastic nerves; (6) *Perfumed*, select type with small leaves (6-22 4-12 cms.), thin and soft, with thin and elastic nerves, and has small stalks; (7) *Sari* (Turkish, yellow) moderate type with large leaves (15-40 7-10 cms.), soft and has thin nerves; (8) *Black*, or *Arabic*, resembles *Camba Koulac*; (9) *Tjembel* (Arabic, hill), inferior quality with large leaves (15-40 7-10 cms.), rough to the touch and with big nerves; (10) *Argos*, inferior quality, with large leaves and resembling the preceding one; (11) *Samsoun*, select type and like the *Basmas*, short leaves (5-20 3-10 cms.), thin and soft, with elastic thin nerves and small stalks; (12) *Poroia*, inferior quality, small production; (13) *Dagli* (Turkish, mountainous), inferior quality with large thick leaves, resembling *Basi Balli*; (14) *Karades*, inferior quality with large, thin leaves and thin elastic nerves; (15) *Kastellia*, inferior quality with large thick

leaves and big woody nerves; (16) *Toumbeki*, large thick leaves and big woody nerves.

Cultivation of tobacco in Greece is free; possession and transport being permitted by the Government. Tobacco cutting and the manufacture of cigarettes, however, is carried on only in the public tobacco cutting factories, taxed according to law.

## Statistics of Production

The production of Oriental tobaccos (Turkey, Greece and Bulgaria) during the years 1885-1911 was as follows:—Turkey, 17,370,000—69,781,000 kilos.; Greece, 3,660,000—14,021,000 kilos.; Bulgaria, 898,000—10,642,000 kilos. 1912-1928: Turkey, 13,872,000—55,306,000 kilos; Greece, 11,193,000—65,462,000 kilos; Bulgaria, 5,096,000—48,903,000 kilos.; Serbia, 3,000,000—33,669,000 kilos. Greek production during 1913 amounted to 24.1 per cent. of the total Oriental production, and during 1927 to 44.3 per cent. During the first years of our freedom it was stated that the annual production reached 450,000 oke (one oke = 2½ lb.), and during 1845 reached 1,000,000 okes. Since 1866 it has surpassed the million, reaching in 1876 3,650,000 okes, while from 1881, when Thessaly was annexed, the tobacco production multiplied. Production from 1881 till 1911 fluctuated between 2,245,701 okes and 10,954,486 okes annually. After the victorious war which liberated Eastern Macedonia and Western Thrace, Greece appears in the world's market as an important tobacco-growing country. During 1912 130,342 acres were employed in the production of tobacco, and in 1927 863,300 acres, i.e., of 1,500,000 acres, the total area under general cultivation, more than half is used for tobacco, and has multiplied sixfold during the years 1912-1927. An acre renders annually about sixty-five okes of tobacco. The most important foreign markets consuming Greek tobacco are (1) Germany, (2) Italy, (3) United States of America, (4) Egypt, and (5) Yugoslavia. Total exports for the year 1927 were 53,460,394 kilos., valued at £11,000,000. The tobacco industry provides the livelihood of about 850,000 persons, or a seventh part of the total population of Greece.

## Results of Analysis

I have made an analysis of seventy-four samples of tobacco. During the drying, maturing and fermenting many changes of the components occur. After fermentation it becomes darker in colour, on account of the intercellular action of the enzyme. During the drying the starch disappears. Every smoker absorbs from each gram of a cigar 0.0017-0.0025 gm. of nicotine. Greek tobaccos vary in colour and size of leaves according to types and varieties. The seventy-four examined varied between samples 3.5-16 cms. wide, 5-39 cms. long, and 0.06-0.15 mm. thick. Their colours varied from light to dark yellow, odour characteristic of honey, taste sharp. The essential features of a good tobacco are: Entire combustion of the cigarette (without extinction) without the addition of saltpetre; taste when it is smoked; colour of the leaves; elasticity of the sheet; quantity of nerves and size of the stalk. From the seventy-four kinds of tobacco examined, the following results were obtained:—

|                                              | Moisture    | Residue     | Nicotine  | Nitrogen    | Ammonia     | Nitric Acid | Ash         |
|----------------------------------------------|-------------|-------------|-----------|-------------|-------------|-------------|-------------|
|                                              | Per cent.   | Per cent.   | Per cent. | Per cent.   | Per cent.   | Per cent.   | Per cent.   |
| Districts: Attic, Islands and Salonica .. .. | 9.26-14.06  | 85.94-90.74 | 1.00-1.68 | 2.192-4.112 | 0.098-0.201 | 0.234-1.118 | 11.79-16.12 |
| District: Morea .. ..                        | 9.48-10.28  | 89.72-90.52 | 1.09-2.10 | 3.112-3.852 | 0.115-0.214 | 0.862-2.108 | 15.87-17.65 |
| District: Agrinion .. ..                     | 9.16-11.44  | 88.56-90.84 | 1.22-3.67 | 1.874-4.68  | 0.098-0.195 | 0.156-3.055 | 13.10-18.15 |
| District: Thessaly .. ..                     | 9.11-12.00  | 88.00-90.89 | 0.80-2.30 | 1.854-4.412 | 0.094-0.210 | 0.875-2.212 | 13.18-19.05 |
| Districts: Central and Western Macedonia ..  | 10.12-12.08 | 87.92-89.88 | 0.76-1.49 | 1.848-4.123 | 0.097-0.212 | 0.698-1.555 | 13.11-18.08 |
| District: Eastern Macedonia ..               | 10.21-12.88 | 87.12-89.79 | 0.74-2.57 | 1.020-4.318 | 0.111-0.215 | 1.108-3.152 | 13.08-17.32 |
| District: Western Thrace ..                  | 10.12-12.21 | 87.79-89.88 | 1.31-2.62 | 1.787-4.244 | 0.085-0.272 | 0.711-2.114 | 12.89-17.18 |

# Trade Notes

THE ATTENTION of subscribers is drawn to the coloured advertisement pages in this issue, where will be found interesting announcements by the following manufacturers:—STAFFORD ALLEN & SONS, LTD. (cinnamon); BARRETT PROPRIETARIES, LTD. (pharmaceutical products); BUTLER & CRISPE (Touzeau Saunders' nursery powder); ALF HARRISON & SONS, LTD. (chemists' printing); HOWARDS & SONS, LTD., MAY & BAKER, LTD., and WHIFFEN & SONS, LTD. (Empire bromides); PRIESSE & LUBIN, LTD. (shaving sticks); POTTER & CLARKE, LTD. (catarrh pastilles); W. J. RENDELL, LTD. (pessaries).

**DECORATIVE DISPLAY GLOBES.**—The glass lozenge container, shown in the accompanying illustration, is one of a pair which is being supplied, with certain orders, on loan or sold at a small charge, by A. L. Simpkin & Co., Ltd., Sedan Street, Sheffield. The pedestal is of ebony-coloured glass, the black-and-white effect, together with the unusual shape, combining to make an attractive setting for the tablets it is intended to contain. These medicinal products, of which there are two kinds (for coughs and for the throat, chest and lungs), are stated to be made according to formulas the efficacy of which has been thoroughly tested. Supplies of printed bags are sent free with all orders.

**PIFCO CATALOGUE.**—Provincial Incandescent Fittings Co., Ltd., High Street, Manchester, have sent us a copy of their new catalogue, which is now being distributed to the trade. The articles referred to in the list are classified under radio, flashlights, electrical apparatus, oil and gas appliances.

**SILF.**—P. J. Williams, 39 Shaftesbury Avenue, London, W.1, give particulars of their window-show terms elsewhere in this issue.

**COW AND GATE COMPETITION.**—The winning retailer in the recent competition organised by Cow & Gate, Ltd., Guildford, was Mr. G. H. Hodder, chemist and druggist, 116 London Road, Kingston-on-Thames.



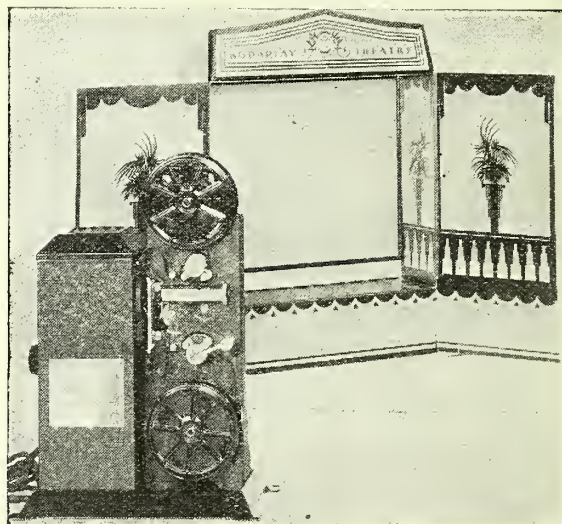
THREE SHOWCASES of modern design are illustrated and described in the advertisement of J. C. King, Ltd., 42 Goswell Road, London, E.C.1.

**PERFUME STAND.**—A. Bourjois et Cie, 4 Water Lane, London, E.C.4, have introduced an attractive perfume stand, designed to display three sizes of floral per-

fumes. The stand is of a convenient size, and is produced in beige, with green and gold lettering. An illustration and full particulars of a bonus offer will be found in our advertisement pages.

**PRICE REDUCTIONS.**—Allen & Hanburys, Ltd., Bethnal Green, London, E.2, inform us that the prices of the Allenburys milk foods (No. 1 and No. 2) are to be reduced. The new prices take effect on September 1, so far as the trade is concerned, and on October 1 to the public. Commencing on September 1 all specialities will be invoiced to the retail trade at a net rate instead of the selling price less the discount.

**INEXPENSIVE HOME MOVIES.**—In the special Photographic Issue of the *C. & D.* (April 28), the introduction of less expensive apparatus for amateur cinematography was foreshadowed. The latest move in this direction by Kodak, Ltd., Kingsway, London, W.C.2, is of exceptional interest, as on October 1 the company is to place on the market a new projector, to be known as the Kodatoy. This apparatus will be available in two models—hand-driven and motor-driven—the difference being that in the former the motor can be inserted subsequently if required. The motor is suitable for all voltages and currents. The Kodatoy takes up to 100 ft.



reels of 16 mm. film, and throws a picture upon a screen 11 in. by 8 in. (which is presented with the apparatus). In giving a *C. & D.* representative a demonstration the picture was projected up to 15 in. by 12 in., and was still sharp and well-lighted. Optional accessories include extra arms for taking 400-ft. reels of film. As many who will use the Kodatoy will not at first be possessors of a ciné camera, Messrs. Kodak are arranging for a series of short films dealing with every conceivable interest—known as Kodaplays, and there is to be an extensive library of 400-ft. reels. While the Kodatoy merits, and will undoubtedly achieve, enormous popularity during the autumn and winter months, the peak period of the sales will probably be just prior to the festive season, a matter to bear in mind when purchasing stock for selling at that period.

**A USEFUL PRICE LIST.**—John Thompson (Wholesale Druggists, 1921), Ltd., 27 Duke Street, Liverpool, have issued a new edition of their catalogue. The first half relates to proprietary articles, other sections being devoted to quantity prices, Isle of Man prices, sundries, lozenges, packed goods, photographic materials and shop fittings. There is a most convenient thumb index, as that for the proprietaries is alphabetical. A copy of the list may be obtained on application.

## Births

Notices for insertion in this column must be properly authenticated.

**APEDAILE.**—At Gullane, East Lothian, recently, the wife of Leo Apedaile, chemist and druggist, of a daughter.

**SIDEY.**—At 39 Palmerston Place, Edinburgh, on August 23, the wife of George M. Sidey, chemist and druggist, Musselburgh, of a daughter.

## Marriages

**ELLIOTT—RANDALL.**—At Holy Trinity Church, Moseley, Birmingham, on August 10, Ernest George Elliott, chemist and druggist, to N. Randall.

**TAYLOR—BROWNE.**—At Rossory Church, Enniskillen, on August 18, Cecil, youngest son of Mr. W. S. Taylor, Ph.C., Enniskillen, to Mabel Patricia Browne.

## Deaths

**ASHCROFT.**—At 112 Aigburth Road, Liverpool, on August 19, Mr. Alfred William Ashcroft, chemist and druggist, aged fifty-five.

**COLE.**—At Clover Hill, co. Cavan, on August 22, Margaret Georgina, wife of Mr. J. J. Cole, Ph.C., Cavan.

**EARDLEY.**—On August 20, Mr. James Furnival Eardley, Ph.C., Woodside, Lindrick, senior partner of Eardley & Furnival, chemists, 265 Glossop Road, Sheffield, and branches, and chairman of J. F. Eardley, Ltd., mineral-water manufacturers, 65 Stalker Lees Road, Sheffield, aged seventy-five. Mr. Eardley served his apprenticeship to his uncle, Mr. J. D. Furnival, in Manchester, and gained further experience in London and on the Continent. After five years' partnership with his uncle in a business at Hanley he acquired, forty-two years ago, the business in Glossop Road, Sheffield, opened in 1862 by Henry Harrison, one of the founders of the Pharmaceutical Society. He was joined in partnership some years later by Mr. Stephen Furnival, Ph.C., who is a relative. Mr. Eardley established a model dairy, with a pasteurisation plant, the first of its kind in the city. He held office as president of the Sheffield Pharmaceutical and Chemical Society, and was a past-president of the Sheffield and District Mineral Water Manufacturers' Association. The funeral took place at Woodsetts Parish Church on August 24. Among the large congregation present were Mr. John Austen, Ph.C. (chairman of the Sheffield and District Branch of the Pharmaceutical Society), Mr. E. Preston, Ph.C. (chairman of the Sheffield Pharmaceutical Committee), Mr. Stephen Furnival, Ph.C., Mr. Roland Dixon, Ph.C., and Mr. H. Tilsley.

**GREENHALGH.**—At 1 New Road East, Copnor, Portsmouth, on August 19, Mr. Thomas Ernest Greenhalgh, chemist and druggist, aged sixty-eight. Mr. Greenhalgh, who was an active member of the Portsmouth Pharmacists' Association, leaves a widow and a daughter.

**HONE.**—At Madras, India, on July 26, drowned while bathing, Mr. Archibald Hone, chemist and druggist, formerly of Chichester, Sussex, aged thirty. Mr. Hone leaves a widow and two children.

**LOFTHOUSE.**—At his home, "Heatherlea," Southfield, Hesse, on August 15, Mr. James William Lofthouse, chairman of Lofthouse & Saltmer, Ltd., manufacturing chemists, Church Lane, Hull, aged eighty-three. Mr. Lofthouse had been chairman of Messrs. Lofthouse & Saltmer for twenty years, and was associated with them for no less than sixty-five years, having joined at the age of eighteen on the death of his father. He

was the nephew of Mr. James Lofthouse, chemist and druggist, who succeeded John Wilson. The earliest records in possession of the firm show that the business was in existence in the year 1802, earlier records having been destroyed by fire. Mr. J. W. Lofthouse was a member of the Drug Club until its absorption by the Wholesale Drug Trade Association, and a member of the Northern Wholesale Druggists' Association. For many years he was also a member of the Hull Trade Protection Association, in which his keen business acumen did much to further its success. A man of charming personality, he was greatly esteemed by all who knew him; he disliked all parade and lived a quiet life at his home, golf being his chief recreation. It is known that for forty-five years he was never absent from business on account of ill health. Mr. Lofthouse had been failing in health since last February, when he underwent an operation, but he continued at business until within a week or two of his death.

**ROBERTS.**—At the West Denbighshire Hospital, Rhos, on August 14, Mr. John Morris Roberts, retired chemist and druggist, aged sixty-three.

**SINCLAIR.**—On August 20, suddenly, Mr. A. Sinclair, chairman and managing director of James Taylor (Tron-gate), Ltd., wholesale druggists, 132 Trongate, Glasgow, C.I.

**UTTLEY.**—At his residence, 11 Bridge Street, Rotherham, on August 18, after a long illness, Mr. John Richard Sellars Uttley, chemist and druggist, 66 College Road, Masborough, aged fifty-nine. Mr. Uttley was born in the United States of English parents, and at the age of thirteen went to Rotherham. After studying at the Sheffield College of Pharmacy he qualified in 1895; in the same year he opened his business in College Road, and twelve years later he acquired a branch in Bridge Street. Mr. Uttley leaves a widow, two sons and a daughter. Miss Uttley and one of her brothers have qualified as chemists and druggists.

**WILLSON.**—On August 19, Mr. Walter Henry Willson, chemist and druggist, 38 Silver Street, Bradford-on-Avon, aged seventy-five. Mr. Willson took over the pharmacy of the late Mr. Marks in 1886. One of his two sons, Mr. H. Courtenay Willson, chemist and druggist, has for some time been associated with him in business.

## Personalities

**MR. DAVID HAMILTON, B.Sc., A.M.I.C.E.,** has been appointed representative of Birmal Chemical Engineers, Smethwick, Birmingham, for the London area. His address will be: Abford House, Wilton Road, Westminster, S.W.1.

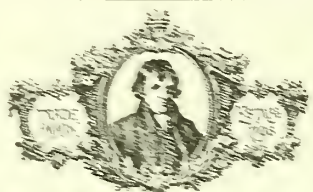
**MR. ARTHUR LAWSON,** chemist and druggist, Hounslow, who is seventy-three years of age, recently cycled from Hounslow to Whitby, his native town. He first rode to Stamford (seventy-three miles), proceeded the next day to York, and completed the journey on the third day.

**MR. NORMAN K. PHILLIPS,** chemist and druggist, The Moordown Pharmacy, Bournemouth, who is slowly recovering from an operation for appendicitis, asks us to thank his *confrères* for their kind expressions of sympathy during his illness. Mr. Phillips is approaching the convalescent stage.

## Wills

**MR. JOHN THOMAS, Llanon, Cardigan,** chemist and druggist, who died on April 1, aged seventy-nine, left estate gross value £1,465, net personalty £623.

**MR. ORSON BOSWELL WILSON, 81 Christchurch Street, Ipswich,** chemist and druggist, who died on February 24 last, left estate, gross value, £3,914, with net personalty £1,464.



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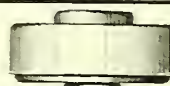
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## Veterinary Counter Practice

Eighth Edition (1930).

Price, 7/6 net, by post 8/-.

## DISEASES and REMEDIES

(New Edition, March 1931).

Price, 5/- net, by post 5/3.

THE CHEMIST AND DRUGGIST,  
25 ESSEX STREET, LONDON, W.C.2

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

T 141. Dr. Bayley's magic oil

T 142. Bismuthum subnitricum

T 143. Vitis

T 144. Calceolus

T 145. Clarke's Dental Dress

T 146. Kamagra water

T 147. Leduc lotion vegetable

T 148. Rose de Schell perfume

T 149. Salicinium bath

T 150. Stalinal

# The CHEMIST AND DRUGGIST

VOL. CXV AUGUST 29, 1931 NO. 2695

## A Report on Salesmanship

THE final report of the Committee on Education for Salesmanship, just issued (price 1s. 6d.) by the Stationery Office, follows and reinforces the two interim reports to which we called attention when they appeared (*C. & D.*, 1929, II, 714; 1930, II, 134). The present report in effect a treatise on certain aspects of salesmanship, is not dear at the price, though it might with advantage have been less verbose. The Committee, comprising twenty-nine members assisted by two assessors and a "teachers' panel" consisting of five experts, is to be commended for attaching definite meanings to the word "salesmanship" and the expression "education for salesmanship." Section 2 of the report discusses "obtaining and retaining a market for goods and services which is what salesmanship in its widest sense means"; to the sentence in which this phrase occurs is appended the cautious footnote:—

The term "merchandising" might perhaps have been used to express what was meant by "salesmanship in the widest sense" and might be adopted when the importance of the subject has been so widely recognised that a change in nomenclature would not be dangerous.

Education for salesmanship is regarded by the Committee as including education for direction, administration and execution, and as being (a) general and (b) special: special education is further divided and subdivided in the definition. Pages 14-15 inclusive of the report set forth the "main conclusions and recommendations" reached; and it would almost suffice if at this point we ended our remarks with two lines from "The Merchant of Venice":—

*Portia:* Good sentences, and well pronounced.

*Nerissa:* They would be better if well followed.

## Courses of Training

In fairness to the Committee, however, a few of the facts ascertained in the course of its three years' investigation should be mentioned. We read, for instance, of a "merchants' course" at the Bradford Technical College for "youths who are aiming at becoming responsible officers either on the commercial side of manufacture or in the merchandising of particular classes of goods"; of a scheme of full-time commercial education drawn up by the Manchester Education Authority and Manchester Chamber of Commerce, a feature of which is that certain firms have guaranteed a year's employment to selected candidates on the completion of their training; of a "department of business administration" established at the London School of Economics for the benefit of selected men who have had at least two years' business experience; and of "experiments in the training of business executives" organised at Hull University College and elsewhere.

## Universities Interested

The share of the universities in this concerned effort towards higher education for commerce is dealt with in a passage extending to nearly five pages. The Committee expresses the view that "university authorities would welcome more assistance from business men towards securing an increased output of suitably educated students for the service of commerce proper as well as for employment in the auxiliary professions." An important distinction, however, was drawn by a witness who said that "he does not look for graduates who have pursued a course with a purely vocational value." In this connection we may call attention to an article in "The Times" of August 10 by Dr. James A. Bowdler, principal of the Dundee School of Economics and Commerce, giving a general account of university business courses in the United States, where about 100,000 students are preparing by this means for business careers. As Dr. Bowdler points out the tens of thousands of young men who complete their studies under these conditions year by year become our competitors. Some at least of the organised trades in this country are aware of the advantages of a good general education in retail business; only a few weeks ago we heard of a firm of grocers insisting on matriculation among the requirements for new assistants. Though pharmacy is not synonymous with salesmanship, the main conclusions in the report before us have their application in this sphere.

## A National Government

IN a crisis hardly less grave than that of the early days of August 1914, a Government comprising members of the three political parties has been formed for the purpose of restoring the credit of the country to a normal level. Everyone of authority in commercial circles, and especially everyone engaged in export business, has foreseen that a change in the policy of public finance could not long be delayed if British currency was to maintain its international value. The new Government commences its arduous task with the moral support of a practically universal good will. We may be permitted to hope that a balanced budget will be succeeded by the smaller budgets that are among the prime needs of the business community.

## Empire Bromine and Bromides

THE production of bromides in this country has until quite recently been dependent upon directly competitive sources for supplies of bromine, and for that reason was always liable to restriction or complete cessation. Lately production of the three chief salts has gone ahead, and the industry has quickly become one of importance with a capacity sufficient to meet home requirements, and also to enter into the shipment trade. The home makers are to be congratulated on their achievement. Prior to the linking up of the two European bromine groups French bromine was being used here. The problem of finding an alternative source upon the stoppage of Franco-German supplies was solved by production of the necessary raw material within the Empire. This somewhat unexpected development appears at first to have been treated as of no consequence by the European group, possibly it was thought such a source was limited in volume and of a temporary character. The facts are, however, that the Palestine bromine plant is sufficient in capacity and permanent.

enough in character as to enable the home makers of bromides to proceed unhindered with their plans to meet at least all the requirements of this market. The enterprise in taking the initiative for the production of bromine within the Empire is possibly one of the most important advances in the establishment of the fine chemical industry of this country. Following upon this new position of independence of foreign bromine, certain negotiations took place between the European and home bromide interests, with a view to reaching agreement. The precise proposals are, of course, not known, but it is feasible that the home makers looked to retain this market for themselves, which was eminently reasonable; especially as the French and German interests have in operation in respect of their own markets an agreement to that effect. The negotiations were, however, terminated rather suddenly by the European group, and this step was followed by the German bromide makers flooding this market with offers of the three chief bromide salts at uneconomic prices. The object behind this drastic action is obvious.

### The Usual Policy

Such tactics have been employed in connection with other products and have at times succeeded. In this instance the home makers will certainly not be stampeded into accepting terms of agreement that would, no doubt, entail very appreciable restriction of output, much less coerced into complete withdrawal. The German action in attempting to swamp this market with dumped goods must cause a temporary break in prices; in fact, it has already done so; but even in this direction they have met with small success, as the home makers are meeting the position, and will continue to do so whatever limits the European group may go to. The fight will, no doubt, continue for some little time yet, and even at current prices it is probable that consumers will do well to purchase only for immediate requirements. The three home makers of bromides, although separate concerns, are, for the purpose of bringing their position to the notice of consumers, carrying out a joint publicity scheme. They offer bromides of admittedly excellent quality not equalled, except in perhaps one instance, in Europe; and they have determined to meet competition, however ruthless it may become. We assume that if the production of bromides in this country was not so well established as it is, or that if there was no production at all, the present slaughter of the market by the European makers would not have taken place, and we anticipate they would immediately cease dumping, and forthwith advance their prices to a level that would quickly recoup their losses if the present campaign succeeded in shutting down the home makers or forced them to accept inequitable terms of agreement. We are not concerned with the question of the desirability or otherwise of Government intervention for the purpose of protecting home manufacturers, but we believe that quite recently the German Government issued an order which amounts to a total prohibition of imports of nitrogenous products into that country, because there is the possibility of dumping on account of world over-production. In the face of considerable handicaps, and at no little cost, the home makers have succeeded in establishing in this country the manufacture of the three chief bromide salts, which are now available to consumers in this country at world competitive prices. Beyond the fact that this industry would be an important asset in times of national peril, and that it provides employment for a large number of skilled workers, consumers in this country are assured of supplies of products of the highest standard at reasonable prices. Without detriment to themselves, they have it in their power to consolidate the home makers' position.

## Appealing Against Assessment

By H. B. S.

MANY chemists have no doubt received notice of considerably higher assessments under Schedule A (Income Tax). They will be wise, if not too late, not to take these lying down.

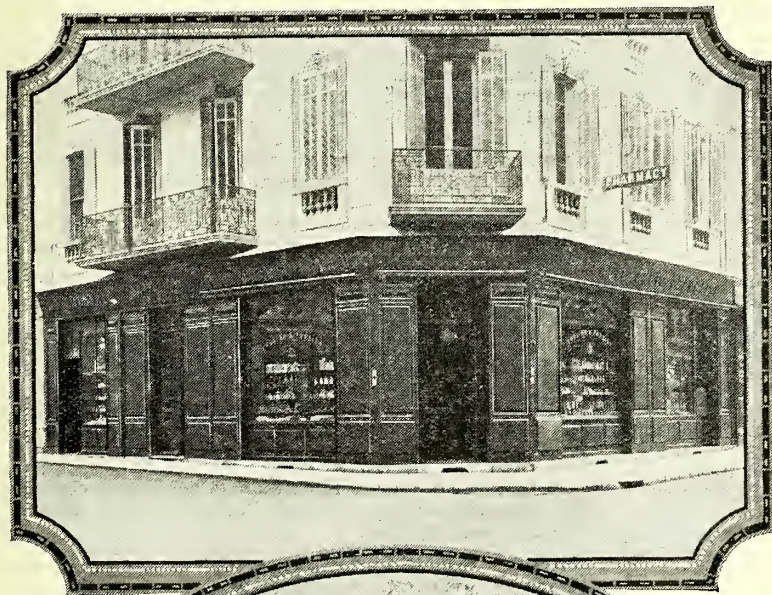
I was assessed at £190 gross, and this year received notice of increase to £263. Many other firms received similar notices. They were so serious that a special meeting of our local chamber of trade was held, when it was decided to instruct our solicitor to oppose the increases. I duly sent in my notice of appeal, after a fruitless interview with the inspector. As it happened, on the day of my appeal there was no other local business objector down for hearing. I had decided to fight the case myself. I was told afterwards this was a wise decision. If a solicitor appears for one the Commissioners are apt to argue, "This man has no case and so puts up a lawyer to make one."

I was called into the room and courteously asked to take a chair at the end of a long table, opposite the chairman. Sitting among the Commissioners was H.M. inspector of taxes, and behind him the collector of taxes. The chairman asked me my objections to the increase. I pointed out that the original assessment of £190 gross was fixed eight years ago, when shop property in my district was at a premium. Not only that, but flats above the shops could be let at £150 a year. This flat ramp has gone, and I think I scored heavily when I proved one of the flats opposite in a similar building had just been let after a long vacancy for 27s. 6d. a week. The inspector and the collector tried to make out that I had a flat over my premises like the shops each side. They had probably never been round at the back, or they would have seen that my premises were not built for a flat at all. There were no steps leading to a self-contained flat, but stairs made at the rear of the shop leading to a residence. (This was done by me when the shop was built.) The Commissioners realised the point. I pointed out that I let two rooms for £55 a year, the assistant having the remainder of the house at an estimated rental of £26 in lieu of wages. This made a total of £81 per annum, leaving an assessed rental of roughly £180 for shop alone. I asked the chairman if he knew of any other shop in the district at that figure. I remarked that rather than appreciation in the value of shops there had been depreciation. There were eight vacant shops and six more building. The boom in shop property had gone. Finally, I urged that the heavy decrease in the value of private property in the district must equally apply to business premises. The chairman then asked me to withdraw while they considered the matter. On my recall I was informed they had reduced my assessment to £200—"an astonishing result," the local rate collector told me.

If a chemist wishes to appeal he must prove that the estimated rental is below the proposed assessment. That is essential. Balance sheets do not interest the Commissioners. Unless an appeal is lodged and a reduction granted, the real danger lies in the fact that the local rating authorities would have a strong case if they based their assessment on Schedule A. In my case this would have involved an extra £36 a year in rates.

CONSTANCY.—"Last week-end I went to stay with my mother, who was born in 1852. On Sunday she noticed on my dressing table a bottle of Macassar Oil. 'So you still use that,' she said. 'It was my father who told me to get it—for you I think it was, because your hair was dry. It was advertised a lot when he was young [born 1808] he said, and one day he bought a bottle because his hair was dry.'"—A correspondent of "The Morning Post."

# A Well-Designed Continental Pharmacy



**T**HE establishment of Brearley, Bascoul and Rondet is, perhaps, one of the best known of the ten pharmacies in Cannes. The business was founded when this southern French town was first developed as a winter resort for English people, and has always provided for its many distinguished customers an impeccable pharmaceutical service. The pharmacy occupies an important corner site; window displays are quietly dignified and usually devoted to pharmaceutical products. The interior is fitted in the style of a good-class English pharmacy. Fixtures are of massive walnut, and, apart from the front counter, everything is under glass; the counter is divided into two sections, English and French. The dispensary, which accommodates five dispensers, is carried out in an all-white scheme, and permits of work under ideal conditions. English and French galenicals are stored in separate fixtures, thus avoiding possible confusion. The manufacturing side of the business includes the preparation of galenicals, the production and packing of specialities, and the distillation of rose water, orange flower water, etc. The first floor houses an efficient book-keeping department, a fully equipped analytical laboratory under the direction of a doctor of pharmacy, and a surgical dressing room complete with steriliser and every type of dressing. Seasonal posts with a firm of this description are more than profitable to any young pharmacist with ambition, besides giving him the opportunity of acquiring a working knowledge of French and gaining an insight into Continental pharmacy.

*Above, top :* Exterior view showing well-placed doorway; the whole front may be shuttered.

*Above, centre :* The spacious interior showing, on the left, the English counter.

*Right :* The dispensary; glass-covered counters and specially shaded lights are features of interest.



## More about "Hawking"

By "Jack Davy"

So much interest has been aroused by the appearance of my article on "Hawking" in THE CHEMIST AND DRUGGIST of May 2, and I have received so many letters asking for further particulars, that I feel constrained to enlarge a little further on the subject.

One point raised is, "Is a hawker's licence necessary?" The answer is "No." I had some difficulty at first in settling this point. I started with a motor-cycle with a shelved box-van, and was told by our local chief of police that I needed a pedlar's licence, which cost me 5s. When I plunged and bought a car, he, for some reason beyond my knowledge, decided this called for a hawker's licence at £2, and I paid this for one year. However, when this officer had been superseded, his successor advised me that this was not necessary, but I must take out a commercial licence for the car; this, as I said, in my case is £10, as the car is under 12 cwt.; had it been over this weight, but under a ton, it would have been £15, both amounts being fixed irrespective of horse-power.

From the inquiries I have received it seems that chemists are, like most people, feeling the pinch, and are desirous of starting this hawking as an extra business. This will repay itself for the trouble in more ways than one. In the first place, it means that although a larger stock of fast-selling patents and other lines has to be kept, these lines can safely be bought on more favourable terms, so that one makes a bigger profit on one's turnover in the shop. Another advantage is that one's "round" customers will almost invariably send an urgent order to one's shop rather than to another possibly nearer, and when in town for the day will almost surely visit the man who has become a friend as well as a hawker. On some occasions when country people come to town they have money "to burn."

### A High Average

One correspondent raises the question as to the number of customers called on in a day; naturally, my average figure of 100 includes all calls, whether a purchase was made or not, but I have on many occasions done a round with only two or three blank calls. He thinks that the average of 2s. is very high, as his average in a shop is only 7½d. This is easily explained. There are practically no "pennorths and haporths"; customers expect me on a certain day, and keep their wants rather than send into the nearest town. I have a number of customers who regularly spend 4s. or 5s. on tea, toilet soap and confectionery; I have another, a vicar, who gets a 19s. 9d. proprietary food with great regularity, and spends 3s. or 4s. besides each week, so that it is possible to maintain a high average. In addition to this, every second or third week I bring off a stunt, a cheap line in toilet soap or something appropriate for the season. I have sold a gross of shampoo powders in a day, two dozen rubber hot water bottles on another occasion, twenty-eight dozen tablets of toilet soap in one village, and last year 120 tins of liver salt during a special bonus week. This takes doing, and my method is this. (First I have the confidence of my customers, and they know that when I offer them a bargain it is a bargain; I always have my eyes open for these lines cropping up.) I do my usual business and then produce my "pièce de résistance." "Now, Mrs. So-and-so, here's this week's big bargain." Then comes a bit of "leg-pulling," probably, about always having bargains to wheedle money out of the pockets of poor people; but as a rule the sale comes off with everybody in a good humour.

It is imperative that the hawker keeps the season's requirements well in mind. Spring and autumn: sheep dip, tar and rud. May and June (according to locality): castrating salves and oils for the lambs. Summer: films, all the usual lotions for sunburn, insect-bites, etc., crystals and essences for cooling drinks. Winter, of course, looks after itself; but Christmas provides a

harvest if properly looked after, especially if one goes for something unusual. Last Christmas, on the advice of a commercial gentleman, I got illustrated catalogues from a well-known firm, and booked orders during November for 175 fancy boxes of biscuits, totalling over £20 with a good profit.

There is one more useful tip; there are six or seven vans going out of this small town daily on more or less the same rounds as myself, and we have a nice system of give-and-take with regard to delivery of parcels required within a day or two of one's visit. I have improved on this. I supply each of my customers with a stamped, addressed order card, and should they require anything which they are at all doubtful about my carrying they send off the card the day before my visit. I replace the card when I deliver the order. The initial cost was a few shillings, but it was money well spent.

## At the Counter

NOT IN STOCK.—Although his stock is large and varied an Ilford chemist could not supply "A large Insistant Postman, please!"

A LITTLE MIXED.—A Moss Side (Manchester) chemist was recently asked for "Sal Volatile" face cream; Velouty was supplied.

A NOTE requesting a quantity of "Home and Clone Formalin" has been received by a Birmingham chemist. Eau de Cologne and formalin was sent.

THE "NU" SPELLING.—A note handed to an East Ham chemist recently demanded "Cittry Cassidy" and "Lickweefuter"; citric acid and Liquifruta supplied.

SERVICE.—A Sussex chemist was astonished recently on being handed a pair of large navvy's boots, not too clean, with the request to "fit some socks in."

KNOWING OF A bereavement at his customer's house, a Worcester pharmacist was able to understand a written order for "rd. muscatel for bedroom." He supplied fumigating pastilles.

FROM LANCASHIRE.—(1) A request for "Mineralia"; only after some amount of questioning was it deduced that bitter aloes was required. (2) Threepennyworth of "frogpaste." "Frog" is a term for thrush in children. I am not sure whether the term is restricted to the County of Lancaster. [Wright's Dialect Dictionary gives references for the word in this sense from Yorkshire, Northumberland, Lincolnshire and Cheshire also.—EDITOR.] Confectio rosae gall. was supplied.

GIVING THEM FITS.—A pencilled order forwarded to us by Mr. Percy Horne, High Street, Swanley Junction, Kent,

*Bromocritles  
For Filth  
For my ant  
3 penny once*

is one of the best we have seen lately. As its savour would to a great extent disappear in a printed transcription, we have had it photographed.

## Seasonal Appeals

THERE should be four main appeals during the year, based on the spring, summer, autumn and winter seasons. Between these main appeals there may be others, in which manufacturer's leaflets and similar matter may be used to advantage. Having decided upon the four seasonal appeals, there remain eight monthly appeals during the year. It is well to plan these twelve letters in advance, so that those sections of the business requiring some help should be built up in proportion to the remainder of the turnover. Assuming that there are non-proprietary lines which can be offered at reduced prices when the large stores are running their January sales, the pharmacist may concentrate upon odd lines and slow-moving stock during the first month of the year. A typed list may be sent with the letter, giving details of these goods; or for about the same cost a local printer will run off 300 or 400 copies of a leaflet. These can be enclosed in returned prescriptions, in letters, bills and parcels, and can be attached to the monthly letter as well. In February the appeal may be phrased to interest those in charge of a sick-room, enclosing a leaflet of some reliable appliance, apparatus, or labour-saving device which would be appreciated by the invalid or his or her nurse. The spring appeal will be in March, while in April blood-cleansing medicines and photographic apparatus may be suggested. May is the time for cooling drinks, and in June the summer appeal is launched with a view to the sale of supplies for restocking the family medicine chest. In July, last-minute holiday necessities can be offered. If the majority of residents in the district are on holiday the August appeal may be postponed. Alternatively, the envelope may be marked "Please forward," and the letter made to suggest that it is still possible to obtain the usual supplies and medicines, a simple order form or reply postcard being enclosed. September suggests hot-water bottles and other winter comforts for the elderly. October is the autumn appeal month. November is the time for blood-building tonics and medicines, while December may be devoted to Christmas gift suggestions. Manufacturers and wholesalers will usually give a supply of leaflets, overprinted with the pharmacist's name and address. When these are arranged to sell goods handled by the pharmacist, they can be used most efficiently in connection with the mailing list, as well as in other ways. Manufacturer's leaflets are usually successful when enclosed in other matter going from the pharmacy to the customer.

### The Mailing List

IT is important that the mailing list be used intelligently and skilfully. This means that due consideration must be given not only to the season and the type of service likely to be accepted at that season, but that the hour of the day when the letter will be delivered must be thought out in advance. In a high-class district it may be desirable for the letter to arrive with the first morning delivery; in a medium-class district the housewife may be so concerned about getting the children off to school that the letter may receive little or no attention, and therefore letters should be posted at an hour which will ensure their being delivered with the afternoon post. The day of the week, also, has an influence upon business produced by an appeal to the mailing list. Letters arriving with the Monday morning post are not so successful as those which arrive on Tuesday or Wednesday. Saturday morning is not a good time to appeal to business men, nor to households preparing to get away for the week-end. It all depends upon local circumstances. A letter will be drafted, mentioning several of the selected stock items and stating exactly why they are suitable at the present time or for the particular locality. A window display will be planned featuring the goods decided upon, and repeating in tickets and showcards the points made in the letter, and focusing public attention upon particular goods. This display should be supported by an interior display.—X. Y. (26/8).

## Pharmacy in Eastern Czechoslovakia

By J. G. F. Druce, M.Sc. (Lond.), R.Nat.Dr. (Prague), F.I.C.

IN Bohemia and Moravia the profession of pharmacy is on the same level as in Germany and France, and the general practice and services rendered to the public correspond approximately to those obtaining in Great Britain. The pharmacy is called a *Lékárna*, indicating its connection with the medical profession (*Lékar*). In mediæval times it was the custom for every pharmacy to possess a characteristic title, such as "The Apothecary of the White Angel," or "The Holy Ghost" or "The Golden Snake"; and these names still survive, especially in the smaller towns. In Prague and the larger resorts these inscriptions have almost disappeared in modern pharmacies, although they are retained by the older ones. At one time the titles were in Latin as well; but in the seventeenth and eighteenth centuries Latin gave way to German, and bilingual signs still exist. A good example is that at Opava (Troppau) in Czecho Silesia, entitled "*Lékárna u Svateho Ducha—Apotheke zum Heiligen Geist.*"

### Pharmacy Adornment

IN Slovakia (part of Eastern Czechoslovakia) the pharmacy is termed *Lekaren*; instead of a special name its portals are adorned with the heads of Aristotle and "Hygiea," and in certain parts of the east inscriptions are in Czechoslovak, German and Hungarian, and not in Russian. Farther east, in Czechoslovakia, the pharmacies become fewer, and their local importance becomes relatively greater. It often happens that the only brick building in a village is the new school built in the last few years. In 1918, 80 per cent. of the population were illiterate, so that few among them ever became pharmaceutical chemists or indeed ever entered any profession. At the end of the war the International Red Cross began the work of stamping out disease and epidemics by operating along what was left of the never very adequate railway line with hospital trains, supplemented with ambulance cars. An Englishwoman has since established a hospital at Neresnice and now lives there carrying on invaluable work among the peasants, and practically cut off from civilisation. Several State hospitals have been erected in the towns along the south of Ruthenia; and now the authorities are turning their attention to the establishment of doctors in the more populous of the remote villages, and brick dwellings for them are in course of erection. Whether pharmacists will also be established in these places is, however, doubtful, and supplies of medicaments must still be obtained from those few towns in which the local chemist caters for a wide area.

### Baths and Factories

Slovakia, adjoining Ruthenia, possesses a healthy and sturdy population. In the number and efficiency of its spas and thermal health resorts it rivals Bohemia. Its most fashionable resort is Piest'any on the River Vah, famous for its radioactive mud cure for rheumatism and allied complaints. Slovakia also contributes to the considerable chemical manufactures of Czechoslovakia, supplying the bulk of the sulphuric acid needed by both the heavy and fine chemical industries of Usti (Aussig) on the Elbe. Eighty per cent. of Czechoslovakia's chemical manufactures (estimated at £3,000,000 per annum) are exported, although the country imports £4,000,000 worth of chemical and pharmaceutical products and soap and toilet preparations.

THE PROVINCE OF PHARMACY.—"While I was talking to my host a man called from a near-by drug store. His sole purpose was to see how the wine laid down some weeks ago was progressing."—Trevor C. Wignall, in "The Daily Express."

# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, August 27

It is as yet too early to say what effect the swiftly developed but not altogether unexpected change in the political régime will have on the markets, but the general consensus of opinion is that there is now at least fair reason to hope for a return of confidence, and a possibility to look ahead with some certainty, two factors that are essential before the hoped for recovery of trade can begin to materialise. The markets as a whole have remained distinctly quiet with the tone fairly steady. Particulars of the methods to be adopted to straighten out the national financial position are now anxiously awaited, and the sooner they are made public the better, however unpalatable they may be. In pharmaceutical chemicals business has been generally quiet and restricted, with chief interest centred round the position of bromides. Thymol is being quoted at cut prices; phenolphthalein convention rates are being generally discounted; citric and tartaric acids with cream of tartar remain quiet and unsteady. Business in crude drugs is still far from satisfactory. Russian and Spanish ergot is firm and shows a further advance. Ipecacuanha is very steady and might well firm up. Senega is irregular and dull; Japanese wax is easier. In essential oils the general position shows no improvement, so far as business is concerned. The markets remain dull, and in most cases values are just about maintained. Sicilian oils are perhaps a shade easier; spearmint is offering for shipment at exceptionally cheap figures; wormseed is firm. Japanese dementholised peppermint is dull, and the position of new crop American oil is still obscure. Spiko is very firm. Business in industrial chemicals has been slow, but values are generally unchanged. Coal tar products are steady, but business is dragging.

| Firmer                      | Easier                   |                       |
|-----------------------------|--------------------------|-----------------------|
| Ergot (Russian and Spanish) | Ammonium bromide (B.P.)  | Sodium bromide (B.P.) |
| Saffron                     | Cloves                   | Spearmint oil         |
| Spike oil                   | Pimento                  | Wax (Japanese)        |
|                             | Potassium bromide (B.P.) | Candelilla            |

## Pharmaceutical Chemicals, etc.

GENERALLY quiet markets are reported, but the tone in most products continues fairly steady. Bromides are still offering at very low prices with British makers meeting Continental competition. Citric and tartaric acids with cream of tartar remain unsteady.

ACETANILID is dull but fairly steady; B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb. as to quantity.

AMIDOL remains rather quiet with quotations unchanged; one cwt., 7s.; 55 lb., 7s. 3d.; 23 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb. in 7 lb. tins.

AMIDOPYRIN has been very quiet, market is about steady; crystals, five cwt., 11s. 11d.; two cwt., 12s. 1½d.; less than two cwt., 12s. 4d. per lb., with powder 1½d. per lb. extra.

ASPIRIN continues in average demand and prices are steadily maintained; home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 23 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions; ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb. ex works.

BARBITONE is a dull market; quoted prices are unchanged; spot, one cwt., 7s. 3d.; smaller parcels, up to 7s. 6d. per lb.

BENZOIC ACID (B.P.) is steady and a fair business is being transacted; quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 1s. 11d. per lb. ex shore.

BISMUTH SALTS.—There is no change in Convention rates; some outside offers; citrate, 8s. 7d.; subchloride, 10s. 5d.;

carbonate, 7s. 9d.; subnitrate, 6s. 9d. per lb. in minimum cwt. lots.

BROMIDES.—The market continues very unsettled, with cheap offers from the Continent. Home makers' prices are keenly competitive; ammonium, 1s. 3½d. to 1s. 4d.; potassium, B.P. crystals, 1s. 2½d. to 1s. 2½d.; granular, 1s. 1½d. to 1s. 2d.; sodium, B.P., 1s. 3d. to 1s. 3½d. per lb.; cheaper prices for bulk quantities.

BUTYL CHLORAL HYDRATE is not in much request, quoted on spot, 14 lb. 8s.; 7 lb., 8s. 3d.; small parcels, 8s. 6d. per lb. in 1-lb. bottles.

CALCIUM LACTATE is a keen market for a rather limited business; spot, 1s. 1½d. to 1s. 3d. per lb., as to quantity.

CHLORAL HYDRATE is very steady as quoted by home makers; business is limited; duty-paid crystals, 2s. 1½d. to 3s. 1½d. per lb. as to quantity and packing; foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. CRYSTALS).—Business has again been poor and the market is still weak and unsettled. Foreign is offering on spot at about 10½d. per lb., less 5 per cent., carriage paid. British makers quote 10½d. per lb., less 5 per cent. discount.

COCAINE.—There is no change to record in Convention prices; hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 22s. 11d. up to 24s. 4d. per oz.; 1 oz. tins 2½d. extra.

CREAM OF TARTAR continues to be disappointing and the market is none too steady; foreign material is offering at about 76s. per cwt., less 2½ per cent. discount, carriage paid. British makers quote 99 to 100 per cent., 76s. per cwt., less 2½ per cent. discount.

EPHEDRIN HYDROCHLORIDE continues competitive; spot, from 8s. to 8s. 6d. per oz.; pure, 10s. 3d. to 11s. per oz.

GUAIACOL CARBONATE shows no change with some outside cheaper offers; five cwt., 5s. 3½d.; two cwt., 5s. 4½d.; one cwt., 5s. 6½d.; less than one cwt., 5s. 7½d. per lb.

HEXAMINE meets with a fair demand, with keen prices for good bulk quantities; free running crystals, spot, from 1s. 9½d. to 1s. 10d. per lb., and less for large contracts.

HYDROQUINONE is steady at the controlled prices, but business has been quieter of late; ten cwt., 3s. 3½d.; five cwt., 3s. 4½d.; two cwt., 3s. 5½d.; one cwt., 3s. 5½d.; 56 lb., 3s. 6½d.; 28 lb., 3s. 8½d.; 14 lb., 3s. 10½d.; 7 lb., 4s. 0½d.; 1 lb., 4s. 7d. per lb., carriage paid.

LACTIC ACID (B.P.) is unchanged with Convention prices being met by outside competition; one to 99 ks., 1s. 5d.; 100 to 499 ks., 1s. 4½d.; 500 to 999 ks., 1s. 4d.; 1,000 to 4,999 ks., 1s. 3½d.; and 5,000 ks. and over, 1s. 3d. per lb., in 50 ks. carboys, carriage paid.

METHYL SALICYLATE (B.P.).—There are occasional signs that the controlled prices are being slightly discounted, but generally the market is steady; one ton and over, 1s. 3d.; five cwt., 1s. 3½d.; one cwt., 1s. 3½d.; less than one cwt., 1s. 4d. per lb.

METHYL SULPHONAL remains slack and rather unsteady; two cwt., 12s. 7d.; one cwt., 13s.; 56 lb., 13s. 5d.; small parcels, 13s. 10d. per lb.

METOL continues steady but rather quieter; 28 lb., 6s. 9d.; 14 lb., 7s. 3d.; 7 lb., 7s. 9d. per lb., and slightly less for larger quantities.

MILK SUGAR is a keen market while business has been poor; one ton, 40s.; ten cwt., 41s.; two cwt., 42s. 6d. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE is a keen market and prices for good quantities would be slightly cheaper than the usual quoted rates; 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels, up to 1s. 5d. per lb.

PARALDEHYDE is steady but dull; quantities in demijohns, 9½d.; drums, 11d.; winechesters, 11d. per lb.; higher prices for small quantities.

PHENACETIN.—Convention prices are being steadily maintained while business is rather poor; crystals, ten cwt., 3s. 8d.; five cwt., 3s. 9d.; two cwt., 3s. 9½d.; and less, 3s. 10½d. per lb., with powder 1½d. per lb. extra.

**PHENAZONE** is on the quiet side, but controlled values are well maintained: crystals, ten cwt., 6s. 4d.; five cwt., 6s. 5½d.; two cwt., 6s. 7d. and less, 6s. 8½d. per lb., with powder 1½d. per lb. extra.

**PHENOLPHTHALEIN**.—There is no change in the market. Convention prices are being generally discounted a few pence per lb.

**PYROGALLIC ACID** has been in quieter demand of late but prices are steadily held; one cwt., 6s. 9d.; 56 lb., 7s.; 23 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7 lb. tins.

**QUININE SULPHATE**.—Market is unchanged at 1s. 8d. per oz., carriage paid on minimum 200-oz. lots. American market is easier with a reduction from 40 cents. to 36 cents per oz.

**RESORCIN** is offering at keen prices with a limited business moving: spot, crystals, one cwt., 2s. 9½d.; 56 lb., 2s. 10d.; 23 lb., 2s. 10½d.; small parcels, 2s. 11d. per lb., with powder 1d. per lb. extra.

**SALICYLIC ACID (B.P.)**, as quoted by home makers, is a firm market; no foreign material available: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

**SALOL** has been decidedly quiet but prices are quoted unchanged: crystals, two cwt., 3s. 7½d.; one cwt., 3s. 9d.; 56 lb., 3s. 9½d.; smaller parcels, 3s. 10½d. per lb.; powder, 1½d. per lb. extra.

**SODIUM BENZOATE (B.P.)** is steady on a quiet market; one ton, 1s. 6d. up to 1s. 7½d. per lb., for small parcels.

**SODIUM DIETHYLBARBITURATE** has remained slack; spot, 8s. 6d. to 8s. 9d. per lb., as to quantity.

**SODIUM SALICYLATE (B.P.)** continues steady with the home makers doing fairly satisfactory business; home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 23 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d.; per lb., with crystals 1d. per lb. extra.

**SULPHONAL** is a slack market, but prices are keeping fairly steady: crystals, 10s. 1d. to 11s. 2d. per lb., as to quantity, with powder, 1½d. extra.

**TARTARIC ACID (B.P. CRYSTALS)** remains very quiet for the time of year and the market is still unsteady. Foreign material is quoted at about 10d. to 10½d. per lb., less 5 per cent., ex wharf. British makers quote 10½d. per lb., less 5 per cent. discount.

**THYMOL**.—This market is still very quiet and is rather unsteady as quoted; synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 23 lb., 6s.; 14 lb., 6s. 3d., per lb., ex ajowan seed, one cwt., 6s. 6d.; 56 lb., 6s. 7½d.; 23 lb., 6s. 9d.; 14 lb., 7s. per lb.

### Crude Drugs, etc.

**AGAR-AGAR** has been neglected this week, but quoted values are holding: Kobe No. 1, 4s. 1½d. spot, 4s. 2d. c.i.f.; No. 2, 3s. 11d. spot, 3s. 11½d. c.i.f.; Yokohama, 3s. 11d. spot, 3s. 10d. c.i.f.

**ANTIMONY** is still very quiet and rather unsteady: Chinese crude, spot, £21, shipment, £13 10s. c.i.f.; Chinese white oxide, spot, £20, shipment, £20 10s. c.i.f.

**BALSAMS**.—The market is steady but quieter: *Tolu*, 2s. 4d. to 2s. 5d.; *drossy*, 2s. 2d. per lb. Canada, 4s. 4d. per lb. spot.

**BELLADONNA**.—Good green leaves are quoted at about 57s. 6d. to 60s., with the market dull.

**CAMPHOR**.—Rather less business has been done, but the market is steady: spot, slabs, 2s. 1d.; flowers, 2s. 2d.; tablets, 2s. 8d.; shipment, slabs, 1s. 11d.; flowers, 1s. 11½d.; tablets, 2s. 6d. per lb., c.i.f.

**CANTHARIDES**.—It is difficult to locate spot stocks, the market appears to be bare. New arrivals are expected shortly; prices are nominal.

**CARDAMOMS**.—Market is very slack: bold Ceylon Mysore, 5s. to 5s. 6d.; mediums, 3s. 9d. to 4s.; small mediums, 2s. 6d. to 3s. 3d.; smalls, 2s. 3d. to 2s. 6d. Aleppy greens, 1s. 10½d. spot, shipment 1s. 9d. c.i.f. Bombay *cecas*, 3s. spot.

**CASCARA SAGRADA** is unchanged on a dull market: new peel is quoted at about 42s. per cwt., c.i.f.; 1930 peel, spot, about 47s. 6d.

**CHAMOMILES**.—On account of the wet weather shipments of new crop have been somewhat delayed. Some good white flowers are due to arrive early in September with the price steady at 120s. per cwt., c.i.f.

**CLOVES** continue in very limited demand, and the market is slightly easier: Zanzibar, spot, 8d., shipment, August-September, 6½d., c.i.f.; Madagascar, spot, 7½d.

The landings of Zanzibar in London during the week ended August 22 were 175, and the deliveries 13, leaving a stock of 704, against 716 in 1930. From January 1 to date, landings of Zanzibar have been 1,482, against 6,130 in 1930, and the deliveries 1,797, against 5,361 in 1930. Landings of Madagascar for the week ended August 15 were *nil*, and the deliveries 13, leaving a stock of 1,233, against 2,399 in 1930. Landings of Madagascar this year to date have been 2,228, against 4,924 in 1930, and the deliveries 1,901, against 2,538 in 1930.

**COCOA BUTTER** has been dull and inclined to be slightly easier: English, 9d.; Van Houten's A, 10½d. per lb., in minimum one-ton lots.

**COCONUT (DESICCATED)** is just about maintained on quotation, and there has been a fair inquiry on the market: spot, fine and medium, 18s. 6d.; shipment, 16s. 9d., c.i.f.

**COD-LIVER OIL**.—A fair volume of orders for shipment have been booked, including some export business. The market is fully steady. Finest Lofoten non-freezing medicinal oil, 113s. to 114s. per barrel, c.i.f.; spot, minimum five-barrel lots, 116s. Some brands may be slightly cheaper.

**DIGITALIS LEAVES** are steady with new Hungarian quoted for shipment at about 40s. c.i.f.

**DRAGONS' BLOOD**.—Market is fairly steady but quiet: reboiled, £40 to £42 per cwt. Zanzibar drop, £4 10s. to £20 per cwt. as to quality.

**U.K. stocks** at July 31 totalled 193 cases, against 192 in 1930. Imports for period January-July were 56 cases, against 127 in 1930.

**ERGOT**.—A further advance is recorded here, and the market is firm. The lowest price noted for Russian is 1s. 2d., and some holders are asking higher rates. Spot stocks are very small indeed, and the Continent is also short. Spanish, old crop, from 1s. 6d.; for shipment, a mixture of new and old crops, 1s. 11d., c.i.f.

**GELATIN** has remained dull, and is rather easy as quoted: gold leaf, 2s. 1d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 5d. per lb., in cwt. cases.

**GINGER** is again a fraction easier on a very dull market: spot, West African, 25s. per cwt.

**GUM ACACIA**.—There has been more interest in this market, and the tone seems a little steadier: values are about unchanged. Kordofan cleaned sorts, spot, 38s.; c.i.f., 35s.; natural, spot, 35s.; c.i.f., 33s.; bleached, spot, 100s. to 103s. per cwt.

**HYDRASTIS** is steady but there is very little doing: spot, 6s. 3d., and shipment 5s. 6d. per lb., c.i.f.

**IPEDACUANHA** is well up to former rates, and business is fair on small lines. Matto Grosso, spot, 6s. 3d. to 6s. 6d. per lb. Minas, spot, 5s. 9d. to 6s. per lb.

**LIQUORICE ROOT**.—Syrian natural root is quoted on spot at about 17s. 6d. per cwt.

**MANNA**.—On a steady market spot is quoted at fully 3s. 6d. per lb., in 1-lb. tins.

**MENTHOL**.—Conditions in this market are still barely steady, and business has been very poor: spot, K/S brands, 13s. 6d.; shipment, October-December, 12s. 6d. per lb., c.i.f.

**MERCURY** is unchanged with the quotation for Spanish-Italian at £16 15s. per bottle, f.o.b.: spot, in fair quantities, is offering at about the same figure.

**PEPPER**.—The market is steadier with a much better tone: Lampong, spot, 5½d.; shipment, August-October, 5½d.; October-December, 5½d., c.i.f.; Tellicherry, spot, 6d.; shipment, August-September, 58s., c.i.f.; Aleppy, spot, 6d.; shipment, August-September, 56s. c.i.f. White Muntok, spot, 7½d.; shipment, August-October, 7½d.; October-December, 7½d., c.i.f.

**PIMENTO** is a fraction easier on spot with little business moving: spot, 2½d.; shipment, August-October, 24s. 6d., c.i.f.

**POPPY FLOWERS**.—Reports now coming to hand state this year's crop is well below average. Shipments will be available in the near future; quoted from 1s. 6d. to 1s. 9d. per lb., c.i.f.

**RUBBER**.—After touching a further low record in values the market shows a slight recovery, and at the moment the tone is somewhat steadier. U.K. stocks are slightly lower on the week, 136,473 tons, as compared with 110,291 tons a year ago. No. 1 standard ribbed smoked sheet, sellers, spot, 2½d.; August and September, 2½d.; October-December, 2½d.; January-March, 2½d.

**SAFFRON** is quoted at higher rates this week; prime B.P., 46s. 6d.; extra B.P., 41s.; super B.P., 39s. to 39s. 6d. per lb.

SARSAPARILLA is of very little interest; genuine grey Jamaica from 1s. to 1s. 1d. per lb., spot.

SEEDS.—ANISE.—Spanish, 47s. 6d.; Bulgarian, 32s. 6d.; Russian, 30s. per cwt., spot. CANARY.—Mazagan, spot, 15s., shipment, 11s., c.i.f.; Tangier, 15s.; Kenitra, 14s. spot. LINSEED.—Mazagan, 16s.; Morocco, 15s. spot. CORIANDER.—No demand, 11s. 6d. sellers of sound old crop; new crop, sellers asking 12s. CUMIN.—Malta spot 48s. 6d., shipment 40s. c.i.f.; Morocco lower, 32s. 6d. spot. FENUGREEK unchanged, 14s.; Tunisian, 17s. spot. CARAWAY.—Dutch lower, 24s. spot. MUSTARD.—English, 22s. to 32s. 6d. per cwt., according to quality.

SENEGA.—The market is still depressed and isolated, exceedingly low offers have been circulated, but have not affected the position. Spot is about 1s. 10½d to 1s. 11d., while shipment is in the region of 1s. 7d. per lb. c.i.f.

SENNA.—The market is steady, while business has been rather restricted. Cheap offers of Alexandrian manufacturing pods have been made, but they have not weakened the position. Alexandrian, finest selected hand-picked pods, about 5s. 6d.; seconds, 3s. 6d.; mediums, 1s. 9d., ordinary manufacturing, 4½d. to 5d. per lb., as to quality. Tinnevely, new crop, ordinary f.a.q. pods, 4d to 4½d.; hand-picked, 5½d. to 6d. per lb.

SHELLAC is steadier at slightly better rates; business has shown a little improvement. TN standard orange, spot, 70s.; fine orange, 80s. to 155s.; pure button, 85s. to 87s. 6d.; for delivery, TN sellers, October, 64s.; December, 65s.; for arrival TN sellers, September-October, 60s.; October-November, 60s., c.i.f.

SQUILL.—Good white root, new crop, is well maintained at about 18s. 6d. spot.

WAX (VARIOUS).—These markets have been dull in all directions. Japanese wax and fatty grey and chalky grey Carnauba and Candelilla are easier: JAPANESE, on spot, 45s.; CARNAUBA, fatty grey and chalky grey, 66s.; medium yellow, 130s.; fine yellow, 160s. per cwt., spot. CANDELLILA is easier at 60s. per cwt.; SPERMACEIN, 9½d. per lb., spot; PARAFFIN, 17s. 6d. to 27s. 6d. per cwt., as to melting point; CERESINE, 35s. to 80s. per cwt., as to colour and melting point; BEES, bleached, discs, £7; slabs, £6 17s. 6d.; yellow refined, £6 2s. 6d.; yellow crude, £5 5s. per cwt., spot.

### Essential Oils

RATHER quiet markets are reported, but the tone throughout is holding fairly steady. Japanese dementholised peppermint is a fraction easier. Spearmint is very weak. Wormseed is firm, while spike shows a further advance. Sicilian oils are quiet and values are barely maintained.

ALMOND is very quiet with bitter offered at about 6s. 6d.: sweet almond, 1s. 9d. per lb., spot.

ANISE (STAR).—Market is still very quiet: spot, in leads, 2s. 1d.; in tins, 1s. 11½d.; in drums, 1s. 9½d.; shipment, in leads, 1s. 9d.; in tins, 1s. 7½d.; in drums, 1s. 6½d. per lb., c.i.f.

BERGAMOT.—Business appears to have been unimportant, but the market is keeping up fairly well. The question of control of this market is likely to be decided within the next three weeks; spot is quoted in the region of 8s. per lb. and a shade less, with the shipment offer about 7s. 2d. to 7s. 3d. per lb., c.i.f.

BOIS DE ROSE is steadily maintained on a quiet market, and supplies of Cayenne are short: spot in very limited supply at fully 5s. 3d., and shipment firm at 4s. 9d. per lb., c.i.f.; Brazilian is at 2s. 9d. on spot and 2s. 6d. per lb., c.i.f.

CARAWAY has been dull: Dutch double-distilled, spot, 6s.; crude, 5s. 7d. per lb.

CASSIA is steady, but there is little business moving: spot, 3s. 3d. per lb. for 80 to 85 per cent.

CEDARWOOD is quite slack: spot, 1s. 6d. per lb., and shipment 1s. 3d. per lb.

CINNAMON LEAF has been of small interest: spot, 3s. 6d. to 3s. 8d. per lb.; shipment, 3s. 3d. per lb., c.i.f.

CITRONELLA.—Business is moving only slowly with the market about steady: Java, spot, 2s. 3d.; shipment, 2s. 1d. per lb., c.i.f.; Ceylon, spot, about 1s. 9d., and shipment about 1s. 5d. per lb., c.i.f.

CLOVE is dull and rather inclined to be easier at about 5s. 7d. to 5s. 8d. per lb. for 90 to 92 per cent.

EUCALYPTUS.—Fairly good business is reported, and prices are about holding, although some cheap shipment offers have been received this week; spot, 70 to 75 per cent., 1s. 1d. per lb., and 80 to 85 per cent., 1s. 2d. to 1s. 2½d. per lb., and slightly less for large bulk quantities.

GERANIUM.—The market is quoted unchanged, but business is still mostly disappointing. Bourbon, spot, 16s. 9d., and shipment, 15s. 9d. per lb., c.i.f.

GINGERGRASS is offering on spot at about 7s. 3d. per lb.: business is slack.

JUNIPER BERRY (B.P.) remains dull with spot at about 4s. 6d. per lb.

LAVENDER.—There has been but a limited business moving, but the market is very steady. The following is a list of the latest shipment quotations for fair quantities: French, 50 to 52 per cent., 9s. 3d.; 40 to 42 per cent., 8s. 2d.; 38 to 40 per cent., 8s.; 36 to 38 per cent., 7s. 9d.; 30 to 32 per cent., 7s. 3d. per lb., c.i.f.

LEMON.—The market has shown no improvement in demand, and values are barely maintained; Sicilian, hand pressed, 3s. 4d. to 3s. 5d.; shipment, 3s. 2d. to 3s. 3d.; machine-made, spot, 2s. 11d. to 3s.; shipment, about 2s. 10d. per lb., c.i.f. Californian oil, in drums, 2s. per lb., spot.

LEMONGRASS has been quieter with spot quoted at about 2s. per lb., and shipment about 1s. 9d., c.i.f.

LIME continues steady on a short market: genuine distilled, spot, 42s. 6d.; hand-pressed, 52s. 6d. per lb.

MANDARIN is firm as quoted on spot at about 14s. 3d. per lb.: shipment quotations have again advanced slightly.

ORANGE is about unchanged with business on the quiet side. Sicilian sweet, spot, 7s.; shipment, 6s. 9d., c.i.f.; bitter is quoted for shipment at about 5s. 5d. to 5s. 6d. per lb., c.i.f. Californian, spot, 3s. 5d. to 3s. 9d. per lb., as to quantity.

PALMAROSA is at former rates, but business is very slow: spot, about 8s. 6d., and shipment, 8s. per lb., c.i.f.

PEPPERMINT.—The market has been generally quiet and is slightly easier. Japanese dementholised, spot, 4s. 4d.; shipment, October-December, 4s. 1½d.; January-March, 4s. per lb. c.i.f. American oil continues nominal on spot at 8s. to 8s. 6d., while the shipment market is nominal at about 7s. 6d. in cases and 7s. 3d. in drums. Buyers are taking no interest, while shippers are not pressing for business. English oil is quoted at 44s. 6d. to 45s. per lb.

PETITGRAIN is dull and unsteady as quoted on spot at about 4s. 6d. per lb.

ROSE.—The market continues irregular, with all sorts of odd parcels offering; reliable material, own distillation, about 46s. per oz.; green seal, about 34s. per oz.

ROSEMARY.—Although distinctly quiet, the market is very steady with the shipment figure at about 1s. 6d., and spot, in good quantities, 1s. 9d. per lb.

SASSAFRAS is very slack; spot is quoted at 4s. 3d. to 4s. 4d. per lb., as to origin.

SPEARMINT.—The shipment market continues very weak, with some offers down in the region of 7s. c.i.f.; spot is nominal.

SPIKE.—The position here shows a further advance. Shipment offers are difficult to obtain, and bids of 2s. 2d. have been rejected. Spot is nominal at 2s. 4½d. per lb.

WORMSEED is fully maintained at last week's higher figure of 12s. per lb.

BAY, spot, 5s. 9d. to 7s. 6d., as to phenol content; CANANGA, 7s. 9d.; GINGER, 25s.; NEROLI, French, 16s. to 22s.; Italian, 4s. 3d. to 4s. 6d.; NUTMEG, B.P., 5s. 9d.; PENNYROYAL steady at 4s. 3d.; SAGE, 1s. 10d. to 2s.; THYME, white, 3s.; red, 3s. 6d.; WINTERGREEN, 6s. 6d.; YLANG-YLANG, Manilla, 5s. oz.; Bourbon, 20s. to 32s. 6d. per lb.

The following quotations are current for synthetics: acetophone, 6s. 3d. to 6s. 6d.; amyl salicylate, cwt. lots, 2s. 2d.; aubepine, ex para cresol, 6s. 4½d. to 6s. 8d.; benzyl acetate, 1s. 5d. to 1s. 8d.; coumarin, 5 cwt., 10s.; one cwt., 10s. 6d.; small lots, 11s.; citral, 6s. 3d. to 6s. 4d.; ethyl phthalate, cwt. lots, 2s. 2d.; heliotropin, cwt. lots, 4s. 10d.; methyl anthranilate, cwt. lots, 5s. 6d.; musk ketone, 23s. 10d., with bonus for quantities; safrol, 1s. 10½d. to 2s.

The following arrivals have taken place from the countries indicated during the period August 20 to 26 inclusive:—Almond (Fr.) 5 cs.; anise (Star) (Hong-K.) 10 cs.; bergamot (It.) 50 cs.; cajuput (Java) 1 dm.; cedar (U.S.) 4 cs.; chaulmoogra (Ind.) 10 cs.; clove (Gy.) 5 dms. (Madagascar) 4 dms.; eucalyptus (Spn.) 40 cs., (Austl.) 50 cs.; geranium (Nthlands) 2 cs.; labdanum (Fr.) 3 cs.; lemon (It.) 88 cs.; lemongrass (Ind.) 7 dms.; neroli (Fr.) 2 pkgs.; orange (It.) 12 cs., (Jam.) 5 cs., (Fr.) 25 dms.; patchouli (Straits) 1 cs., (Fr.) 13 cs.; peach kernel (Fr.) 1 cs.; peppermint (Jp.) 50 cs., (U.S.) 3 dms.; rosemary (Spn.) 13 cs., (Fr.) 7 cs.; sage and spike (Spn.) 4 dms.

# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

## Pharmacy for the Pharmacist

SIR,—It is gratifying to find Mr. G. A. Mallinson, speaking at the recent Manchester meeting of pharmaceutical delegates, expressing regret that so many chemists and druggists act as wholesalers for the supply of simple drugs and medicines to small shopkeepers (*C. & D.*, August 22, p. 262). This statement lends support to my contention that the general pharmacist can do much to improve his material condition by individual effort and by combined action through the medium of his local association. If shopkeeping pharmacists wish to secure to themselves the sale to the public of all medicinal substances they must be prepared to discountenance the supply of such substances to unqualified dealers by other pharmacists. Some months ago I was informed by a correspondent that pharmacists themselves are the chief agents in fostering the sale of pharmaceutical preparations, including proprietaries and spirituous tinctures, to grocers and hucksters. . . . It has been argued that so long as unqualified dealers may sell medicaments it is just as well that they should obtain their supplies from pharmacists and the latter take the wholesaler's profit. But it is essentially wrong that we should countenance transactions of this kind if we aim at building up the practice of pharmacy on a proper foundation. Local associations ought to collect information and have lists compiled of pharmacists who are doing their craft such grave disservice by helping unqualified dealers to encroach upon the chemist's province. This, of course, should form part of the campaign to solve the problem how the practice of pharmacy in shops can be made a profitable business. Other necessary steps, as I have previously indicated, are that pharmacists themselves should never supply any drug unless it is of the finest quality and sufficiently fresh to be fully active, whilst insisting upon the stocks of unqualified dealers in drugs receiving at least as much attention from the public authorities as do the stocks of chemists and druggists. Obviously, also, there should not be the slightest toleration of even a suggestion that medicaments sold by unqualified dealers are obtained from the same sources and are of the same quality as those supplied by pharmacists.

Yours faithfully,

JOHN HUMPHREY.

Harrow.

SIR,—In reading the particulars of the requirements for medical and surgical diplomas (*C. & D.*, August 15, p. 228) one cannot fail to notice the number and extent of the subjects required to be taken during the five years' curriculum for medical students, and especially to observe that a very small item reads "Course of Instruction in Pharmacology and Materia Medica." What actual amount of time is expected to be spent on these subjects I do not know, but I understand that pharmacy is dealt with in about twelve lectures. When we compare this with the curriculum for the Chemist and Druggist Qualifying examination, which covers at least three years for pharmacy alone, it forms the best argument which can be put forward for the claims of pharmacists regarding the dispensing of medical prescriptions. The cry of "Pharmacy for the Pharmacist" has been much in the air of late, but there seems to be a diversity of opinion as to what it means. If it stands for dispensing by chemists and prescribing by doctors, then I agree; if for the sale of all medicinal substances by pharmacists as well, then the difficulty arises that the line of demarcation is so elastic that it could never be drawn tight. We are told that we should never obtain legislation to restrict the sale of drugs to chemists, and, on the other hand, even the leaders of pharmacy assure us that we can never hope to get the separation of dispensing and prescribing; again, they do not seem

hopeful about asking for "dispensing in shops," so which ever way we look at it "Pharmacy for the Pharmacist" seems like crying for the moon, and yet we continue to advance the requirements of our examinations, and are told that we must educate ourselves to a degree which will show that we are capable of performing the very duties we are warned not to expect.

Yours truly,

INCOMPRENDO (25/8).

## Cheap Dispensing

SIR,—We have just had the following prescription handed in, to be dispensed and delivered:—

|                   |     |     |     |        |
|-------------------|-----|-----|-----|--------|
| Potass. iodidi    | ... | ... | ... | 5j.    |
| Vin. colchici     | ... | ... | ... | 3iij.  |
| Sodii salicyl.    | ... | ... | ... | 5ij.   |
| Potass. bicarb.   | ... | ... | ... | 5ij.   |
| Tinct. nucis vom. | ... | ... | ... | 5j.    |
| Syr. zingib.      | ... | ... | ... | 3ss.   |
| Aq. menth. pip.   | ... | ... | ad  | 3viij. |

We were more than surprised when the customer stated that a local chemist had dispensed it for 1s. 6d. [Priced by the *C. & D.* Retail and Dispensing Price List it comes out at about 50 per cent. more.—EDITOR.] Such a price hardly covers the price of the ingredients.

Yours, etc.,

HAYWARDS HEATH (21/8).

## The Place of Botany in Pharmacy

SIR,—Much has been written on that delightful subject botany, as applied to pharmacy, the pharmacist, and the future pharmacist. All that has been written, however, in my experience, has been by men mature in years and in wisdom, the humble student having remained respectfully and discreetly in the background; so, with all due respect to my seniors, I ask permission to pass a few comments. I am a student who has just completed the prescribed course, sat the examinations and, remarkable to relate, did not get the "raspberry." "Antiquus" speaks words of great wisdom (*C. & D.*, August 22, p. 267), and yet he alleges that "examination room fright" is responsible for many failures. Personally, I doubt it. With the two years' prescribed course the practical examination is ample, so the student may acquire that examination-room temperament to a degree which makes him immune to the examination-room fright boggy. The examiners, I found, were courteous and considerate to a degree which amazed me. Unfortunately, most students regard the prescribed work as being utterly useless to them in later years, and thus enter their academic life under a handicap. With the increased length of course there seems to be an idea among certain students that there is ample time, with a consequent putting off of work until to-morrow. The pharmacy student has to contend with the factor that he has to break the course of his studies, when he leaves school, for three or four years. I would like to make a protest regarding the time that some candidates have to wait between the written and the practical examinations. The four or five weeks that some students have to wait have a most demoralising effect.—Yours, etc.,

STUDENT (24/8).

SIR,—In examining the results of the recent examinations (*C. & D.*, August 15, p. 207) you note that while the figures for the Chemist and Druggist Qualifying examination in London show an improvement, those for the Preliminary Scientific are not so satisfactory. I must say that I have much sympathy for the 331 failures in botany, for it was the subject with which personally I found the greatest difficulty; being town born, bred and apprenticed (and in my day shop hours

were from 8 p.m. to 10 p.m., while half-holidays or evenings off to attend classes were unheard of), I had no knowledge whatever of botany, either practical or theoretical, when I entered on a course for the Minor at a school of pharmacy. I did not find the anatomy or physiology difficult—there was something definite to work at and I soon came to like this part of my studies; but when it came to classification I was hopelessly at sea and I cannot say that I was ever really familiar with it. Fortunately for me, on the examination day most of the questions (viva-voce in those days) put to me dealt with the general morphology and anatomy, or the result might have been different.

Faithfully yours,  
NOTANIST (27/8).

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

"Unguentum Allingham"

The following is a formula in use:—Bismuth. subnit.,  $\text{ʒiv.}$ ; hydrarg. subchlor.,  $\text{ʒij.}$ ; ext. belladon. virid., gr.  $\text{ij.}$ ; paraffin. moll. flav., ad  $\text{ʒij.}$ . 1-oz. jar, rs.  $\text{9d.}$ —H. R. (24/8).

This may be obtained from us, in 3s. and 5s. pots, and in 3s. tubes, with applicator.—*The Walbrook Pharmacy*, 30 Walbrook, London, E.C.4.

If "T. D." (17/8) would like to communicate with us, we may probably be able to help him.—*Curtis & Co., Ltd.*, 79 Baker Street, London, W.1.

### Verbasum

The great mullein, or lady's foxglove, respecting which there is an interesting note in the *C. & D. Commercial Compendium*, is a conspicuous feature of the flora on the eastern slope of the Pennines, where it often forms a beautiful addition to the floral landscape. In places it may be seen growing to the height of quite 5 feet. With the advent of the professional grower of foxglove many of the old-time adulterations and substitutions have passed away. At one time the leaves of the great mullein, and also those of the ploughman's spikenard, were not infrequent admixtures with genuine digitalis. For the sake of comparison (and of teaching botany at the counter) I used to keep the leaves of these three plants mounted side by side. The plant still enjoys a considerable sale in the Midlands as a domestic and cattle remedy among those portions of the community who "follow herbs"; in this district it is invariably known as the lady's foxglove.—*Antiquus* (25/8).

### Coloration with Bismuth Salicylate

The "Colour Problem" asked about by "B. C. C." (1/12) and answered on p. 268 of your issue of August 22 opens up a matter which may have more than the ordinary technical interest. Many of your older readers still remember the trouble caused thirty or forty years ago by phenol turning pink and then red on keeping or on exposure to the air. The cause was traced to contamination with iron. Modern improvements have afforded a phenol almost free from ferruginous contamination; but recently there has been a reappearance of this pink phenol in pharmacy, particularly as acidum carbolicum liquefactum. It may be that "B. C. C." is using an English green flint bottle made with a ferruginous sand, upon which even bismuth salicylate may react in combination with other ingredients of the mixture. I am experiencing a parallel trouble with some mixtures containing acetylsalicylic acid when sent out in the various bottles brought by customers. The steel knife or spatula should always be absent when compounding or weighing any salicylate.—*Festina Lente* (24/8).

## Legal Queries

S. T. P. (10/8).—Under the Petroleum Acts a chemist who does not hold a petroleum licence may not keep more than three gallons at a time of anything coming under the designation of "petroleum." This includes benzin, benzol, benzoline, motor spirit, naphtha, and mixtures of petroleum. Not more than one pint bottle can be opened on the premises at one time, whether for use, or for rebottling for sale. Whether kept under licence or not, each vessel must be labelled "Petroleum, highly inflammable," and in the case of a vessel sold or exposed for sale, the name and address of the sender has also to appear on a vessel sent or conveyed, and, in the case of petroleum kept, the name and address of the owner or consignee.

W. N. E. (7/7) has an employee who met with an accident while at work. He gave instructions for the employee to see a doctor, whose fee was £1. "W. N. E." is insured against claims under the Workmen's Compensation Act. Is he liable to pay the doctor's fee? [If, as we gather, the employee was not incapacitated from work and did not make any claim under the Act, it would seem that "W. N. E." must pay the doctor's fee, because he made himself liable to do so by expressly instructing his employee to see the doctor. However, if the circumstances are explained to the insurance company it might be willing to reimburse "W. N. E." on the ground that prompt medical attention was the means of avoiding a claim of considerably larger amount under the Act.]

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

G. L. G. (6/83).—SWIMMING BATH WATER.—When copper sulphate is employed for preventing the formation of algæ in swimming baths, the strength should not be more than one in a million. Chlorine is used in some public swimming baths for purifying the water, being added in the form of a hypochlorite solution in the proportion of one part of chlorine to two million parts of water.

J. A. O. (31/78).—LAWN SAND.—A formula for this is as follows:—

|                   |     |     |        |
|-------------------|-----|-----|--------|
| Ammonium sulphate | ... | ... | 3 lb.  |
| Sulphate of iron  | ... | ... | 1 lb.  |
| Sand              | ... | ... | 16 lb. |

Apply in dry weather at the rate of 4 oz. to one square yard.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," August 15, 1881

Erasmus Wilson

The president of the Section of Dermatology [at the International Medical Congress held in London] was, of course, Mr. Erasmus Wilson. He principally commented on the constitutional treatment of skin diseases, which, without disregarding topical remedies, he said, British physicians chiefly relied on in their practice in this department. Eczema and its many manifestations he regards as generally depending on disorders of digestion and assimilation. . . . The election of Mr. Erasmus Wilson to the presidency of the College of Surgeons has been severely criticised in "The Lancet" on the ground that Mr. Wilson is a dermatologist, and therefore more of a physician than a surgeon.



[Commenced C. & D., July 5, 1924]

**Ventilation Methods.**—Closely associated with ventilation are the questions of heating and (for the large shop) air-conditioning. And now that illumination has become such a vital item in the equipment of the modern retail store, the question of the lighting installation is also interwoven with the problem of ventilation, for the powerful reflectors now used to illuminate the window displays frequently necessitate the use of ducts and extractors for drawing off the hot air, and to ensure that the display enclosure is kept at an even temperature. Where the shop window is illuminated by powerful reflectors which engender a certain amount of heat, it is sometimes desirable to allow for an indraught of air in the upper section of the window, and to fix inside the grille or fanlight a gauzy material for preventing any impurities in the air from entering the window. The retailer with a badly-ventilated shop frequently takes up a what-can't-be-cured-must-be-endured attitude, not realising that the difficulty may be overcome by a simple arrangement not necessarily demanding large structural alterations. Broadly speaking, there are two main types of ventilation—natural and artificial. With the former, adequate arrangements are made when the building is constructed for the constant inflow of fresh air and for the ejection of vitiated air, or, if the building is an old one, by the introduction of suitable air inlets and outlets in the walls. Artificial ventilation is carried out by the installation of special appliances for the replenishment of the air, and for cleansing it as it is drawn into the shop. There are several kinds of ventilators designed for the introduction of fresh air through external walls without creating draught. With one type, a flap in front used in conjunction with an air brick fixed in the outside face of the wall is allowed to open as far as required in order to direct the incoming fresh air along the ceiling, where it spreads uniformly. The flap or door can be adjusted to any angle by means of a cleat. Other kinds of inlet ventilators are the revolving glass vents which can be fixed in the upper section of the window above the transome, or the swinging ratchet type ventilator, which is automatic in operation, and a slight push is sufficient to adjust the opening flap to the distance required. For outlet purposes, there are ventilators made of specially prepared metal, which is light, rigid, and non-corrodible. These are used in conjunction with air-extracting shafts, and are so constructed that they prevent down draughts from entering the shop. Louvre-type ventilators are obtainable for both purposes. In the larger stores, air-conditioning plant is generally installed so that it is possible to maintain in all departments throughout the building a pleasant air of even temperature by the installation of apparatus for cleansing, humidifying, or de-humidifying the outside air. Without going too deeply into the technicalities of air conditioning, it should be understood at the outset that it is possible for people to be healthy, vigorous, and comfortable in temperatures of 65° or 75° F., providing that the quantity of moisture contained in the air is reduced in proportion to the temperature. The degree of saturation of air at any given temperature is what is known as relative humidity—a quality by which the effect of the air on either people or materials can be judged. Scientific air conditioning has made it possible to regulate both the moisture content and the temperature of the air at a uniform relative humidity. This necessitates the use of heat to impart an additional water vapour to the air (humidifying), or, alternatively, if the air contains too much water vapour, the adaptation of a cooling process by the use of mechanical refrigeration—(de-humidifying). It should be

realised in this connection that the most popular departments of a store, or the busiest sections of a warehouse, in which many people are almost permanently congregated, are heated to a great extent by the people themselves, and this necessitates separate control for each section of the building, which is effected by a thermostat, which operates volume dampers and controls the temperature of the room by regulating the volume of the air admitted. Ordinary methods of ventilation do not permit of this complementary system of controlling temperature and humidity. In order to maintain in the small shop a supply of clean fresh air of an even temperature, a special device may be introduced which has contact with the outside air and draws it into the shop, cleaning it at the same time. The actual parts consist of a small fan and a small heating unit, such as a radiator, and an elementary humidifier, comprising a water bath and a hot pipe to evaporate the water. These parts can easily be placed in a convenient position out of sight underneath the bed of the window if necessary, with the fan arranged just inside a ventilator underneath the stall-board or in the window-raiser. Where the business premises have a suitable window or air inlet at the back or in a room behind the shop, the ventilating equipment would probably be better placed there; but the question of equipment is again one which can be decided only by experts after an inspection of the shop premises. Some retailers have found it a good thing to introduce portable electric fans into the shop during the summer in order to obtain a constantly moving current of air. This is quite a good elementary form of ventilation, if only the fan is placed in the right position; but it frequently happens that the fan merely draws the air in at one inlet, to send it out through an outlet a very short distance away, and thus it does not affect the atmosphere of the shop to an appreciable degree. More often than not the portable electric fan produces a cooling effect in a limited area, and, although it has a refreshing effect it does not overcome ventilating difficulties. In reasonably large shops, a permanently fixed electric fan, fitted over the door, or in a suitable recess on an outside wall, will generally ensure satisfactory air conditions inside. One with hollow blades of double convex form with internal strengthening ribs, which offer minimum resistance to the air current, is the type usually favoured for this purpose. Most shops are arranged with some form of inlet in the shape of a grating or a strip of perforated zinc behind the transome or sign-board over the window. If the fan is placed high up in the back of the shop in conjunction with an air inlet, a current of air can be introduced at one end and the vitiated air expelled through this front ventilator, or vice versa.

**Veratrine.**—The veratrine of commerce is probably a mixture of a number of alkaloids, obtained from sabadilla, the dried seeds of *Schœnocaulon officinale*. It resembles aconitine in its action, and also produces the sensation of numbness after tasting it. It is chiefly composed of cevadine, veratridine, cevadilline and several other alkaloids not altogether well defined. It is highly poisonous, the dose being at most  $\frac{1}{16}$  gr. It is rarely given internally, but is used in the form of an ointment.

**"Veterinary Counter Practice."**—One of the *C. & D.* series of text-books, now in its fourth edition (published 1930, pp. 444, 7s. 6d., post free 8s.). The first edition appeared in 1891; since that time certain features of treatment and ways of regarding the diseases of animals have been modernised, and the successive editions of the book have reflected these changes. Summaries of relevant Acts of Parliament and a posological table are included.

**Veterinary Surgeons Acts.**—Veterinary practice in the United Kingdom is regulated by the Veterinary Surgeons Act, 1881, and the Amending Acts of 1900 and 1920. The first of these Acts confirms the charter granted to the Royal College of Veterinary Surgeons in 1844 and two supplemental charters, and makes provision for registration (including that of certain colonial and foreign practitioners), titles, and administration of the affairs of the College.



# The C.&D. Commercial Compendium



Sections 16 and 17 prescribe penalties for false representation regarding membership and name or title. The Act of 1900 extends the disciplinary power of the College; and the principal clause of the Act of 1920 provides for the annual payment of a fee by veterinary surgeons. The Dangerous Drugs and Poisons (Amendment) Act, 1923, lays down (Sec. 3) methods of supplying veterinary surgeons with Part I poisons; and the Dangerous Drugs (Consolidation) Regulations, 1928, provide (Sec. 8 (2) (d)) for the addition of the words "For animal treatment only" to prescriptions coming within the scope of the Dangerous Drugs Acts, and written by veterinary surgeons.

**Vetivert, Oil of.**—Oil of vetivert is obtained by distillation of the roots of *Vetiveria zizanioides*, a plant abounding naturally in India and Ceylon, and cultivated in numerous places. The plant is also known under the names of Cus Cus or Khas Khas. The roots of Khas Khas have the property of emitting a pleasant odour when damped. For this reason from early times the roots have been woven into native screens and mats to be set over doors or windows. Fans, also, were so constructed, and we find the root, in the powdered state, entering into the composition of a perfumed powder used by the Hindus at the Holi festival. Although the roots of *Vetiveria zizanioides* have been used universally in India for medicinal and perfumery purposes for many years, it does not appear that the early users ever extracted oil therefrom. In fact, there is only a limited distillation of vetivert oil in India, and hardly any of this is exported. The oil is mainly produced in European distilleries from the imported root. The distillation of the essential oil is not an easy process, since its boiling point is high. Réunion distilled oil differs from European distilled oil, partly on account of the greater freshness of the roots at Réunion, and partly owing to methods employed in distillation. The oil is a thick, brownish, viscid liquid with an intense, persistent odour, making it highly esteemed for heavy oriental perfumes, and also being valued as a perfume fixative. European distilled oil has the following characters:—S.g., 1.014 to 1.040; optical rotation,  $+25^{\circ}$  to  $+38^{\circ}$ ; refractive index, 1.5210 to 1.5270; acid value, 27 to 65; ester value, 10 to 25; ester value (after acetylation), 130 to 160. The oil is soluble in from 1 to 2 volumes of 80-per-cent. alcohol. It is not often met with in a state of adulteration, but sometimes artificial esters, chiefly glyceryl acetate or benzyl benzoate, are met with. Réunion distilled oil has the following characters:—S.g., 0.980 to 1.020; optical rotation,  $+15^{\circ}$  to  $+37^{\circ}$ ; refractive index, 1.5150 to 1.5230; acid value, 4 to 20; ester value, 5 to 20; ester value (after acetylation), 105 to 146. Puran Singh gives the following figures for a sample of oil distilled in India and then subjected to rectification by means of steam distillation:—S.g., 1.011; optical rotation,  $-30.65^{\circ}$ ; refractive index, 1.5165; acid value, 10.5; ester value, 69.6; ester value (after acetylation), 132.8. Rouse-Bertrand Fils have distilled vetivert roots from the Philippines. From 197 kg. of roots they obtained 1.340 kg. of direct essential oil, and by exhaustion of the condensed waters by means of light petroleum spirit, after using this solvent to rinse out the various distillation utensils, they obtained a further 0.475 kg. The total oil yield thus totalled 0.92 per cent. The chief characters of the direct essential oil were:—S.g., 1.0139; optical rotation,  $+30^{\circ}$  8'; rotation of the acetylated oil,  $+12^{\circ}$  32'; solubility in 80-per-cent. alcohol, 0.75 vol. and over; acid value, 21.5; coefficient of saponification, 28.0; ester value, 6.5; combined alcohols,  $C_{15}H_{22}O_2$ , 2.5 per cent.; free alcohols, 71.5 per cent.; total alcohols, 74.0 per cent. An oil distilled in the Fiji Islands was found to be of a dark green colour, and had specific gravity 1.0298, and an acid value 35.3. The constituents of vetivert oil are not, at present, completely understood, but the most reliable work on the oil appears to be that of Semmler, Risse and Schröter. The oil they examined had the following characters:—S.g. at  $20^{\circ}$ , 1.0239;

optical rotation,  $+31^{\circ}$ ; refractive index, 1.5255. Four hundred gms. were fractionated at 12 mm. with the following results:—(a) boiling at  $129^{\circ}$  to  $175^{\circ}$ , 23 per cent.; (b) boiling at  $175^{\circ}$  to  $190^{\circ}$ , 34 per cent.; (c) boiling at  $190^{\circ}$  to  $250^{\circ}$ , 8 per cent.; (d) boiling at  $250^{\circ}$  to  $300^{\circ}$ , 30 per cent. Fraction d was resolved into two fractions as follows:—(da) boiling at  $138^{\circ}$  to  $260^{\circ}$ , 28 per cent.; (db) boiling at  $260^{\circ}$  to  $298^{\circ}$ , 62 per cent. Da fraction was found to consist of an ester  $C_{30}H_{44}O_2$ , the constituents thereof being an alcohol  $C_{15}H_{24}O$ , and an acid  $C_{15}H_{22}O_2$ . The alcohol appears to be vetivenol, and the acid has been named vetivenic acid. Fraction c yielded a mixture of isomeric sesquiterpene alcohols, and also vetivenic acid. From fraction a two sesquiterpenes were obtained which are termed vetivene, and had the following characters:—

|                                  | Tricyclic Vetivene            | Dicyclic Vetivene             |
|----------------------------------|-------------------------------|-------------------------------|
| Boiling point at 16 mm.          | $123^{\circ}$ – $130^{\circ}$ | $137^{\circ}$ – $140^{\circ}$ |
| Specific gravity at $20^{\circ}$ | 0.9355                        | 0.9321                        |
| Optical rotation ..              | $+2^{\circ}$ 16'              | $-10^{\circ}$ 12'             |
| Refractive index ..              | 1.51126                       | 1.51896                       |

Vetivert oil is used considerably in high-class perfumery.

**Viburnum.**—The barks of two species of viburnum (guelder rose), N.O. Caprifoliaceæ, are official in the United States Dispensatory. *V. Opulus*, Linn., var. *Americanum*, Ait. (high bush, cranberry, cramp bark, wild guelder rose), is a large bush reaching a height of 10 ft., growing in low ground in the United States. The dried bark is in strips, quills or chip-like fragments, attaining the thickness of 3 mm.; the outer surface has a light grey colour, with crooked longitudinal, purplish-brown stripes, and small brown lenticels. The odour is slight, the taste mildly astringent and decidedly bitter. The berries are used as a substitute for ordinary cranberries and are antiscorbutic. The bark of *Acer spicatum* has been mistaken for true cramp bark, and the differences were pointed out by Viehoever in 1918. The bark contains valeric acid (Heyl 1922, André 1924), which was first separated by Chevreul in 1818 from the fat of the dolphin. There is no sufficient reason to believe that the bark has any medicinal properties. *V. prunifolium*, Linn., the black haw, is a handsome shrub or small tree common in the Central and Southern United States. It bears white-flowered cymes in May, followed by bluish-black fruits more than  $\frac{1}{2}$  in. in length. Commercial supplies of the dried root-bark come from North Carolina. It occurs in irregularly transversely curved or quilled pieces, 1 to 4 mm. in thickness, dull brown in colour, or when the cork is removed brownish-red. The inner surface is longitudinally striated and rough. The fracture is short and granular. The odour is slightly sourish, the taste bitter and astringent. According to Shennan (1897) black haw bark contains viburnin (valeric) acid and a non-volatile alkaloid. Heyl and Barkenbus (1920) separated glucose, tannin, formic, acetic and valeric acids, traces of salicylic acid, a glucoside and phytosterol. The bark has been recommended for the treatment of dysmenorrhœa and other uterine disorders, but at present it is regarded as an indifferent drug. Preparations of the bark have been found to have no positive action on uterine movements compared with pilocarpine and pituitary extract.

**Vienna Paste.**—Prepared by mixing equal parts of caustic potash and quicklime, reducing to a powder and storing in a bottle. When required for use sufficient alcohol (or sometimes glycerin) is added to form a paste. This paste was formerly used as a caustic for malignant growths. London paste is similar, being made with caustic soda and unslaked lime, equal parts, reduced to a powder and mixed. About a third of its weight of water is added to make a thin paste; it is said to be less painful in application than Vienna paste. Formulas appear in "Pharmaceutical Formulas," 10th ed., p. 38.

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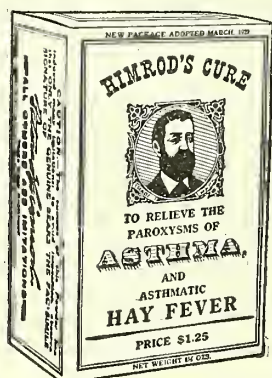
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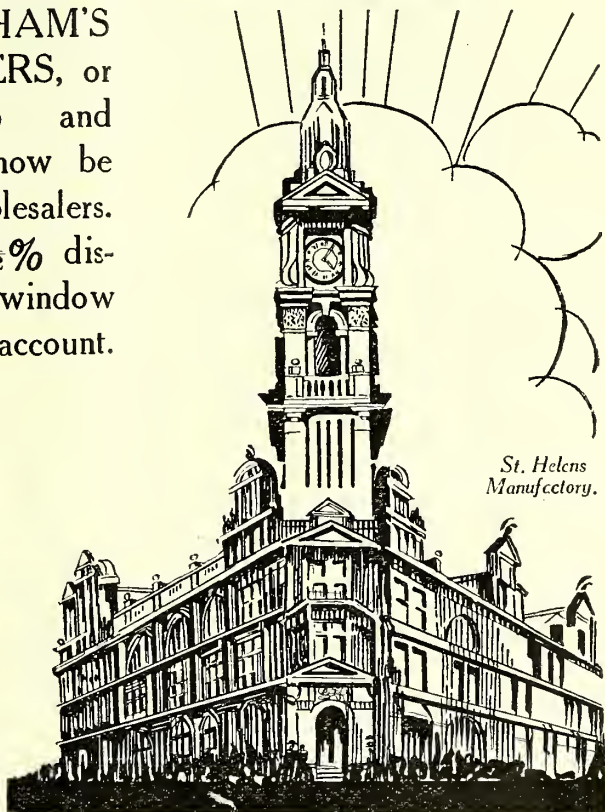
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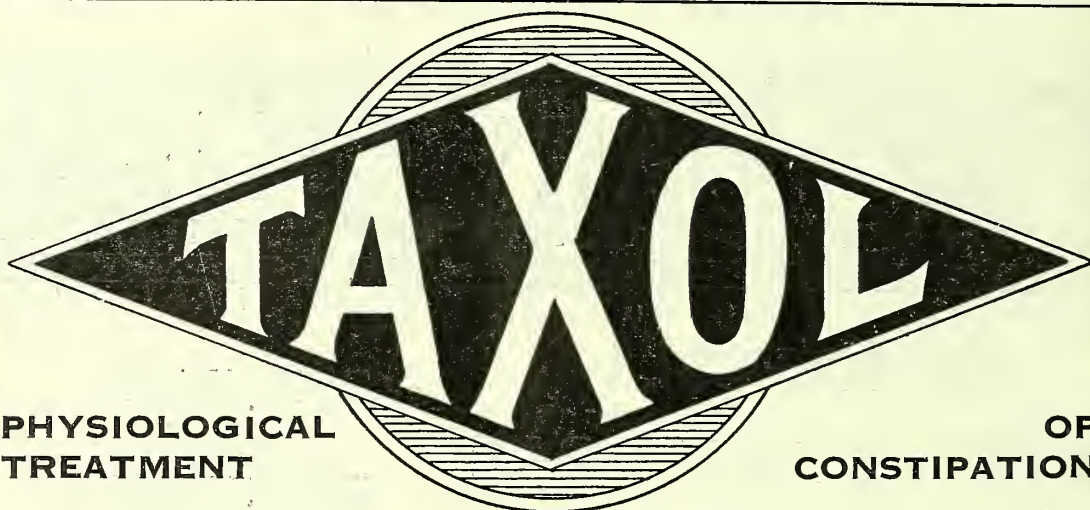


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A Profitable and Quick Seller

Retail Price 3/- . Wholesale 24/- per doz.

From all Wholesale Agents or direct from

**The SEAJOY CO. Putney, S.W.15**

Telephone - - PUTNEY 0414

**AN OLD-FASHIONED—BUT REALLY EFFECTIVE  
remedy for COUGHS, COLDS, IN-  
FLUENZA and BRONCHIAL troubles.****Licoricine**  
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

**MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.**LIVERPOOL BRANCH: 130/132 RICE LANE, LIVERPOOL (Telephone: 59 Walton).  
Distributing Depot for Lancashire and Cheshire.**TERMS.**

10½d. size, 8/6 per doz.

1/3 " 12/- "

3/- " 27/- "

Less 5% dis. on £6 orders.

Carriage paid on orders of  
£2 and over.

# Introducing

Galen was a pioneer of A.D. 131 or thereabouts. Galen Products are pioneers of A.D. 1931.

Galen Products are the expression of an ideal—to give the very best possible medicated lozenges, pastilles, etc., at popular prices, and with an adequate profit margin.

Galen "Mints," for example, are hand-made lozenges with a high content of real Mitcham ol. menth. pip.

Similarly Galen Cinnamon Lozenges rely for their efficacy on the finest oil of cinnamon obtainable.

In pastilles there is "Sister's Throat Pastilles," a warming and soothing pastille of the Chlorodyne type.

Galen Products are sold in 6d. tins (Sister's Throat Pastilles 6d. and 1/-), and are obtainable through wholesalers only.



This  
Striking  
Showcard  
with  
every  
order.

GP.2

Write for Samples and  
Trade Prices to—

**GALEN PRODUCTS CO., LTD.  
STOCKPORT.**

(Phone : 3614.)

NO FINER OINTMENTS EVER MADE  
THAN

**SPUN**

(REGD. TRADE MARK)

YET NO DEARER THAN ORDINARY OINTMENTS  
**INSIST ON SPUN OINTMENTS**

ORDER FROM YOUR SUNDRIES HOUSE OR FROM

Telephone :  
HOP 2422  
PRIVATE EXCHANGE

Telegrams :  
"Ushensuna, London."

**ROBERT BLACKIE**

168 TOWER  
BRIDGE ROAD,  
LONDON,  
S.E.1



**Wholesale  
Prices**

1/3 Size  
11/6 per dozen net  
3/- Size  
27/6 per dozen net

Carriage Paid Gross Quantities  
or equivalent.

*Manufactured only by*

**J. F. WHITE & CO, Chemists**  
BENSON STREET, LEEDS.

**ATLAS**

**"KATTLEKURE"**

*The Best and Safest Remedy for Cattle, Horses, etc.*

There is money to be made in Veterinary lines if you stock the right lines. "Kattlekure" is known throughout the country and regularly advertised in all the farming journals.

**CARTER BROS., SHIPLEY, Yorks**



**IONIZED IODINE**

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

**MOLSON IONIZED IODINE CO. Ltd.**  
34 C, GABRIEL'S HILL, MAIDSTONE

**A UNIQUE RECORD**

*A Customer wrote us that he first used*

**H. A. THOMPSON & SON'S CHEMICAL FOOD**  
50 YEARS PREVIOUSLY

and goes on to say:—"Since when I have never been without it, and have never found it wrong."

*Prepared only by*  
**WILLOWS, FRANCIS, BUTLER & THOMPSON, Limited, 73, 75 and 89a Shacklewell Lane, LONDON, E.8**  
Phone: Clissold 6361 (4 lines). *Telegrams: "Forty Kinland, London."*

For OVER 75 YEARS

**Dr. J. Collis Browne's**  
**CHLORODYNE**

has maintained a

**WORLD-WIDE REPUTATION**

TO-DAY'S DEMAND BEING  
GREATER THAN EVER.

**ARE YOU GETTING  
YOUR SHARE OF  
THIS INCREASE ?**

Be sure you hold stocks  
to meet the demand and  
remember that

**Dr. J. Collis Browne's**  
**CHLORODYNE**

**IS ONLY SOLD THROUGH CHEMISTS**  
SIZES 1/3, 3/-

Order from your Wholesaler  
with other goods.

SOLE PROPRIETORS:  
J. T. DAVENPORT Ltd.  
UNION STREET, S.E. 1.



## **PACKED CAPSULES**

Quick Selling and Profitable  
Counter Lines

Asthma Tins of 36 per 15/6 doz.

Cinnamon and Quinine  
Tins of 24 per 9/9 doz.

Cold and Influenza  
Tins of 24 per 9/9 doz.

"Ladies Relief"  
(Also labelled "Female" and "Special  
Capsules for Ladies.")  
Tins of 24 per 12/6 doz.

Packed in Aluminium Lacquered  
Tins, Silver and Blue Labels,  
Counter Display Boxes of 1 doz.

"Special Capsules for Ladies"  
(STYLE 2.)  
Purple Flanged Boxes of 24 per 9/- doz.

Reducing Capsules  
Effective and Safe—Secure Regular  
Sales.  
Tins of 36 per 15/6 doz.

Showcards for ALL  
**BURGOYNE BURBIDGES & Co., Ltd.**  
Manufacturing Chemists  
LONDON, E.6 EST. 1741

# GOODALL'S

GOODALL'S

have

"the goods"

for

Autumn



**A**UTUMN is your opportunity to make up for what has possibly been a rather poor summer—and as usual we are ready to help you to do it.

Keen prices, fine packs (handsome own labels for nearly everything), and good show material, are all available if you will just send us your enquiries.

We bring especially to your notice for Autumn buying :—

**MALT & COD LIVER OIL :**

many very handsome packs.

**COD LIVER OIL and**

**COD LIVER OIL EMULSION :**

**WINTOPINES :**

Especially good cough tablets in attractive cartons.

**LUNG MIXTURE :**

**GINGER WINES :**

**"VELVA" SERIES OF AUTUMN PACKS**

especially Chemical Food,  
Castor Oil, Cod Liver Oil,  
Glycerine of Thymol, etc., etc.

**KU-BIST HAIR FIXATIVE :**

now established throughout the country as a steady selling line.

## LEEDS CHEMISTS' EXHIBITION



We are exhibiting in our usual position at this Exhibition in September, and should be delighted to see you if you would give us a call.

We have, this year, one or two special features, including a new film—"GOODALL'S AT WORK," to a showing of which you are cordially invited to ask for an invitation card.

**GOODALL, BACKHOUSE & CO.**  
**LEEDS**

Telephone Nos : 20435-7 and 24952-3.

(Note the two additional lines)

# Introducing a Special Display Offer with two of our Winter Specialities

*Suitable, after the  
season, for displaying  
Fancy Lines,  
Soaps, &c..*



Ebony Colour Stand



Ebony Colour Stand

1 ft. 2 in.

## THIS PAIR OF UNIQUE DISPLAY GLOBES

containing **SIMPKIN'S** COUGH TABLETS..... Retailing 2 oz. 5d.  
THROAT, CHEST and LUNG TABLETS .. 2 oz. 5½d.

*TRIED AND PROVED* successful in previous seasons in certain concentrated areas in the North Midlands

**Supplied ON LOAN** for 3 months

*(or sold to you at your option at less  
than cost for 5/- the pair)*

**with an order for**

One 8 lb. Tin Cough Tablets @ 2 1 lb.  
and contents of Globe=4 lbs.

One 8 lb. Tin Throat, Chest  
and Lung Tablets @ 2 5 lb.  
and contents of Globe=4 lbs.

**Cost of order - £2 11 4**

**Profit (approx.) - £1 12 0**

*or*

**FREE** (without contents)

*(Retail value 10/- the pair)*

if you find you have the  
trade to send a repeat  
order at the end of three  
months for

Two 8 lb. Tins of either or  
both lines.

**Cost of both orders £4 5 6**

**Profit (approx.) - 2 12 0**

**Plus value of Globes 10 0**

*Profit shown includes special discount 5% 14 days. Also FREE, plenty of 1, 2 and 4 oz. printed bags with every order.*

Send your orders and requests for full list of our other products to

**A. L. SIMPKIN & CO. Ltd., Sedan St., SHEFFIELD**

THOS. SWALES, Butts Ct., LEEDS



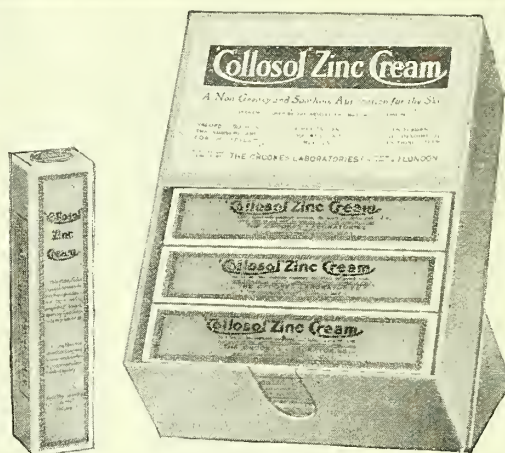
BROOK, PARKER & Co. Ltd., BRADFORD

# Collosol Zinc Cream

The NEW elegant packing of this valuable medicated cosmetic makes a wide-spread appeal for medical, nursery and toilet use.

Its selling attraction is enhanced by supplies of samples for counter distribution.

A most remunerative proposition to the retailer.



Sells at

**1/3**

per tube

A display container of 1 doz. tubes.

**THE CROOKES LABORATORIES**  
(BRITISH COLLOIDS, LTD.)

Telegrams :  
Collosols, Harles, London

GORST ROAD, PARK ROYAL, LONDON, N.W.10

Telephones.  
Willesden 6313 (three lines)

## CLARKE'S BLOOD MIXTURE & OTHER PREPARATIONS

|                        |                                                        |    |    | <u>Minimum Retail Prices</u> | <u>Net Wholesale Prices</u>   |
|------------------------|--------------------------------------------------------|----|----|------------------------------|-------------------------------|
|                        |                                                        |    |    | SIZES.                       | PRICE PER DOZEN               |
| Clarke's Blood Mixture | ..                                                     | .. | .. | 3/- & 12/-                   | £1 : 7 : 0 & £5 : 8 : 0       |
| „ Salve                | ..                                                     | .. | .. | 1/3, 3/- & 5/-               | 11/-, £1 : 7 : 0 & £2 : 4 : 6 |
| „ Aperient Pills       | ..                                                     | .. | .. | 1/3, 3/-                     | 11/-, £1 : 7 : 0              |
| „ Skin Lotion          | ..                                                     | .. | .. | 1/3                          | 11/-                          |
| „ Medicated Soap       | in 3 Tablet Boxes, 2/6, Single Tablets, 1/- ; 7/6 doz. |    |    |                              |                               |

Orders: Minimum quantity £16 : 4 : 0 value.

FREE CASES. Carriage paid upon orders of £100.

*All Wholesale Houses keep a large stock of our Preparations and can supply smaller orders promptly*

*An attractive Showcard and Dummies supplied on application*

Trade Mark : "BLOOD MIXTURE." Regd. No. 3275.

Sole Proprietors :

**THE LINCOLN & MIDLAND COUNTIES DRUG CO., LTD.**  
Park Street, LINCOLN.

**HAVE YOU PREPARED  
YOUR SELLING PLANS FOR**

**AUTUMN-WINTER-SPRING  
1931-2**

*The*  
**Rexall**  
**CHEMISTS**  
OF GREAT BRITAIN & IRELAND

working in co-operation with Rexall Headquarters, United Drug Company, Limited, Nottingham, have arranged a programme for the next six months including many bold and novel selling ideas.

In these days of acute competition it is not how *cheaply* you can buy goods that matters most, but rather how quickly you can **SELL** your goods and make new friends and patrons by supplying products of the highest possible quality. The reason why the Rexall Policy has proved so successful, and needs no alteration after 28 years' experience, is because we believe the individual Chemist has definite advantages in the retail trade over all competition, if he is prepared to give serious attention to the all-important **SELLING** end of his business, bearing in mind the special requirements of retail trade to-day.

*If there is no Rexall Agent in your district, and you would like to know something of the Rexall Proposition write to*

**UNITED DRUG COMPANY LTD.**  
**Manufacturing Chemists NOTTINGHAM**

# TREUTABS

## (HOMBURG)

When an anodyne and antipyretic has maintained its position for more than 25 years, it must have produced useful results.

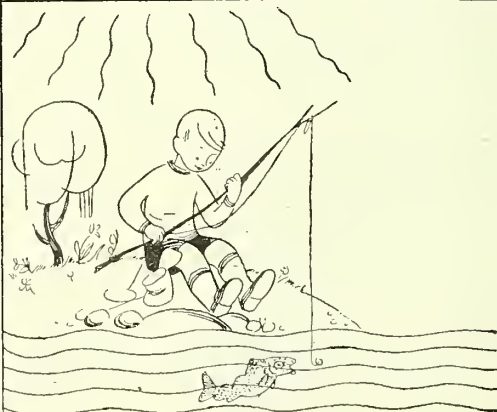
This special combination of phenacetin, acetylsalicylic acid and codein, in combination with genuine Homburg Salt, has established a firm position as an effective and harmless agent in painful and febrile conditions of all kinds.

**TREUTABS** disintegrate rapidly, and have no detrimental effect on stomach or heart.

Available in 0.5 gm. tablets.  
Tubes of 10 1/3; Boxes of 100 9/-.

**E. H. SPICER & CO. LTD.**  
**WATFORD, HERTS.**

Telephone: Watford 5284/5.



A TEASPOONFUL OF  
NORWEGIAN COD  
LIVER OIL CONTAINS  
MORE VITAMINS THAN



ALL THE BUTTER AND  
MILK ANY INDIVIDUAL  
CAN EAT AND  
DRINK IN A DAY

## One more reason for preferring Norwegian Cod Liver Oil

For centuries Cod Liver Oil has been used as a medicine on account of its wonderful curative properties. Modern science has explained and fully endorsed its invaluable prophylactic and therapeutic action. Quite recently a number of scientific experts have proved that *no* artificially manufactured vitamin product is a complete substitute for Cod Liver Oil.

As regards Norwegian Cod Liver Oil, moreover, there is an important safeguard in the fact that the Norwegian State supervises every shipment, refusing to permit the export of any barrel the contents of which fail to conform to the regulations for inspection.

# Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.



# The Popular and Safe Remedy for Overstoutness

*Only sold through Chemists & Prices Protected*

## TRADE PRICES

|            |      |   |   |              |           |
|------------|------|---|---|--------------|-----------|
| <b>1/3</b> | Size | - | - | <b>1 1/3</b> | per dozen |
| <b>3/-</b> | „    | - | - | <b>27/-</b>  | „         |
| <b>5/-</b> | „    | - | - | <b>45/-</b>  | „         |

*Order through your usual Wholesale House.*

## WEIGHT CARDS

Any chemist having a weighing machine in his shop may have a supply of SILF WEIGHT CARDS. Purchasers on Window Show Terms can have their own name and address printed on same, free of charge.

## WINDOW SHOW TERMS

For a fortnight's window display of our show material (measuring about 16" x 16"), and an order of the minimum value of £2, thirteen packets are sent to each dozen ordered. Window Shows sent carriage paid by us, and orders on bonus terms may be sent to us with the name of your usual wholesaler, and it will be charged through them.

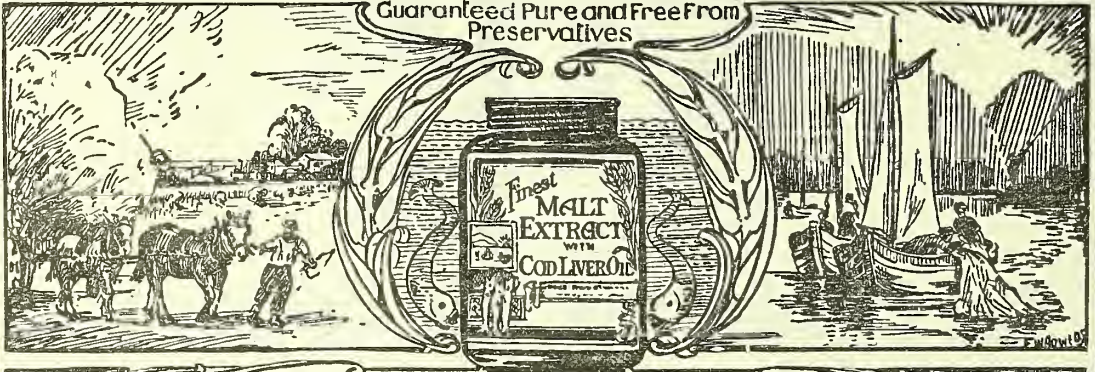


*Silf is on the P.A.T.A. List*

*For further particulars and supplies of Show Material, write to:—*

**P. J. WILLIAMS, 39 Shaftesbury Avenue,  
LONDON, W.1**

Guaranteed Pure and Free From Preservatives



EDME Ltd. will be pleased to quote you for  
**"NATIONAL MARK" MALT PRODUCTS.**  
 Guaranteed made from English Barley Malt  
 Prices on application

**"EDME"**

**Malt Extract with Cod Liver Oil**  
 Customer's own name and address printed on label.

Write for Samples and Trade Terms to:  
 EDME Ltd., 122, Regent St., LONDON, W.1. Telephone: REGENT 7525.  
 Telegrams: "EDME, PICCY, LONDON."

# MASON'S EXTRACT OF HERBS

May we have the pleasure of  
 sending you particulars of our  
 Window Display Scheme?



**NEWBALL & MASON**  
 LIMITED  
 NOTTINGHAM

"Letters of Mark"—



**B.P.**  
**BOX'S PILLS**  
 for the  
 British Public  
 per the  
 British  
 Pharmacist

On P.A.T.A. LIST  
 In 1/3, 3/-, 5/-, 12/- and 22/- boxes

Box's Pills have a special public of their own—many of whom have had to go considerable distances to obtain their favourite medicine, or to order from Plymouth, for lack of a local source of supply. Pharmacists are now co-operating in distribution of Box's Pills in increasing numbers, and healthy local demand is developing. Stock them and show them and you will sell them. Display outers and other attractive show material free on application.

Obtainable from Wholesalers, or direct from the proprietor

**W. H. BOX**  
 GIANT PILL  
 MANUFACTORY 161 King St., PLYMOUTH  
 Telegraphic Address: "GIANT," PLYMOUTH.

# MID-SUMMER ADVERTISING. 'ASPRO' POLICY OF PROGRESS

Strong as Ever! That's our advertising slogan for this summer. Although we increased our advertising last winter—and summer is not generally considered the right time to have a large advertising appropriation, we are definitely carrying out our policy of maintaining "full winter advertising schedule" during this summer. What's more, we hope to increase this again next winter. So you see, our claim of continuous advertising activity is a demonstrated fact. All chemists have to do to obtain the full benefit of this continuous flood of sales producing publicity, is to keep on showing window display material. The "longer you show" the more business you obtain from the advertising—just the same as if you had your name at the foot of the advertisement.

## ADVERTISING MATTER ALWAYS AT YOUR DISPOSAL

We still have a supply of our summer window show, stickers, etc. We will gladly send you a supply on receipt of a postcard. We also have in course of preparation an entirely new window display for the coming autumn.

By the way, do you know that YOU CAN OBTAIN 17% MORE PROFIT BY BUYING 'ASPRO' ON BONUS TERMS?

## ORDER 'ASPRO' ON BONUS TERMS FROM YOUR WHOLESALE NOW

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.)  
SLOUGH, BUCKS. Telephone: SLOUGH 608

Made by ASPRO LTD., SLOUGH, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.



# DISPLAY 'ASPRO' PROMINENTLY AND IT WILL SELL ITSELF

**SUMMER COMPLAINTS Quickly Banished by ASPRO**

**'ASPRO' MAKES YOU HAPPY BY MAKING YOU HEALTHY**

**HALF YOUR DIFFICULTIES ARE ILLUSIONS HEALTH MAKES THEM SEEM REAL**

**'ASPRO' MEANS HELP AND FREEDOM FOR THOSE AFFECTED**

**BE FREE FROM HEADACHES SLEEPLESSNESS RHEUMATISM and PAIN**

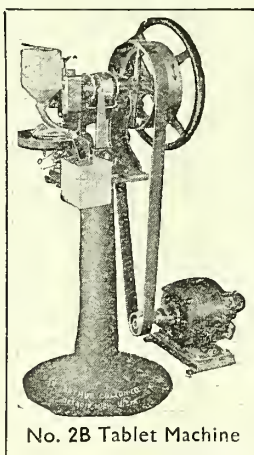
**THE SLEEPLESS ARMY**

**OBTAIN WITH ASPRO**

**WINNING THE WORLD THAT IT SEEKS HAS MADE 'ASPRO' OF INTERNATIONAL IMPORTANCE**

# Colton Pharmaceutical Machinery

PILL MACHINES  
TABLET MACHINES  
GELATINE COATERS  
GRANULATORS  
POLISHING PANS  
SUPPOSITORY MOULDS  
TRITURATE MACHINES  
PASTE MIXERS  
TUBE FILLERS  
TUBE CLOSERS  
CLIP FASTENERS  
NICKELOID CLIPS, ETC.



No. 2B Tablet Machine

## TABLET MACHINES

The steadily increasing demand for Compressed Tablets of high quality and finish necessitates the use of the most up-to-date machinery.

Colton Tablet Machines embody all modern improvements and are built to render maximum service.

A range of machines is available that will produce every size of tablet from  $\frac{1}{8}$  inch to 3 inches with outputs varying from 100 to 1,500 tablets per minute.

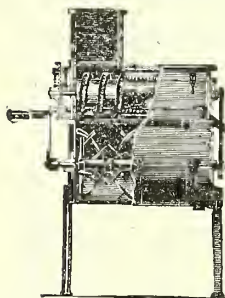
Write for copy of New Catalogue

SOLE BRITISH AGENTS:

## GRIFFIN AND TATLOCK, LTD.

KEMBLE STREET, KINGSWAY - - - LONDON, W.C.2

# perfect blending



Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary, 10z. can be perfectly blended with hundredweights.

## GARDNERS Patent "RAPID" SIFTER & MIXER

Write us for list of Ball Mills, Disintegrators, Millstones and Mills, Drum Sieves, Drying Machinery, etc.

**Wm. GARDNER & Sons (Gloucester) Ltd.**  
Bristol Road - - - Gloucester

Tel.: Gloucester 2288 (2 lines). 'Grams: Gardner, Gloucester  
LONDON - 19 Gray's Inn Chmbrs., 20 High Holborn, W.C.1  
Telephone: Chancery 7347

## DISTILLED WATER

AT  
 $\frac{1}{3}$ d. PER GALLON

By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, not condensed water from steam service pipes.

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING

**BROWN & SON, LTD**  
Alembic Works, Wedmore St., London, N.19

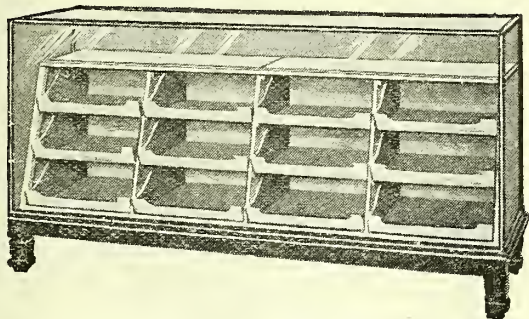
## Corks & Stoppers

All progressive business firms are keen buyers. Money saved in buying is extra capital. Nobody to-day can afford to buy other than in the best market.

*Mundet*

**Cork Products Ltd.**  
12/18 Abbey street  
TOWER BRIDGE ROAD London S.E.1  
Telegr: Mundetamp Berm London  
Telephone: HOD 2685

# RETURN for OUTLAY



## THE QUICK SERVER

Ideal for business premises. Mahogany or Oak and Plate Glass. Three rows of light oak trays, opening from back as drawers. Above is a plate-glass shelf accessible by familiar sliding plate-glass doors.

Full illustrated list free on request.

WRITE  
CALL  
or  
PHONE  
Clerkenwell  
2191

**Philip Josephs & Sons Ltd.**

90-92 St. John Street, Clerkenwell, E.C.1

PHARMACY FITTERS FOR OVER A CENTURY.

Late of  
OLD ST.

On some goods you doubt that you are getting an adequate return for outlay, on some you are certain, on none can you rely so absolutely as on those things that enhance the attractiveness of your Pharmacy. A well-designed fitting is

## An Investment

that brings a perpetual return. It attracts custom, gives status and lasts long after it has paid for the initial cost. We shall be pleased to discuss any shop-fitting problem.



Now in  
**POWDER**  
and  
**DOUBLE**  
**STRENGTH**

# DRUMMER DYES

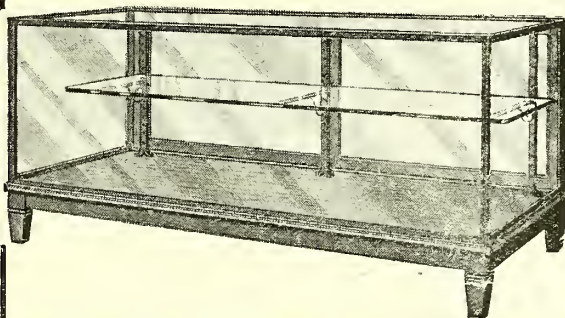
are in  
**GREATER**  
**DEMAND**  
**THAN EVER**

No increase  
in price..4<sup>p</sup>

EDGES • BOLTON • LANC'S



## GLASS COUNTERS BRING MORE TRADE



No. CD/SF 2920. A soundly constructed Display and Serving Counter made in our own works at Holloway Road—6 ft. x 3 ft. x 2 ft. oak or mahogany framing, glazed new  $\frac{1}{4}$ " drawn plate glass top, front, and ends. Clear glass sliding doors at back. Interior fitted 1 row of shelves 12" wide, brown bronze bars and brackets.

### DEFERRED TERMS.

An initial payment of 18/10 secures this counter, and 11 further equal monthly payments of the same amount make it your own complete property.

**£10-15-0**

Cash Price. Ex. Works.

Send for our New List No. C.D.1260.

**DUDLEY & COMPANY LIMITED**  
451 HOLLOWAY ROAD, LONDON, N.7

City Showrooms: 65-66 FORE STREET, E.C.

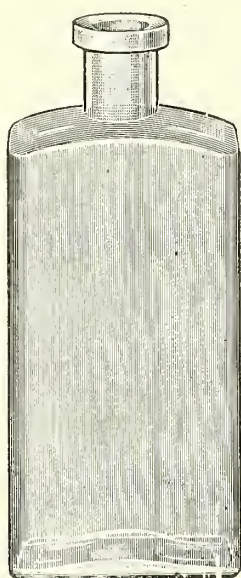
**Beatson, Clark & Co.**

LIMITED

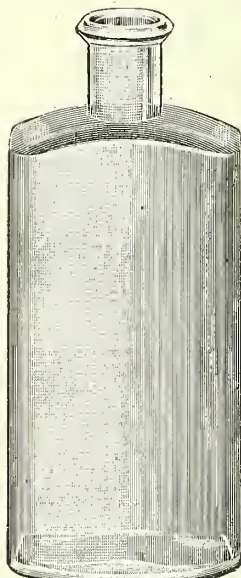
Chemical &amp; Medical Glass Manufacturers

**ROTHERHAM, YORKS**

*The Chemists who are doing  
the business are the Chemists  
who turn the work out well.*



Round Cornered Flat



Oval Fronted Flat

*There is no better help than  
a smoothly finished, bright,  
attractive bottle.*

**TRY THE NO. 2 WHITE QUALITY**  
REASONABLE IN PRICE  
SATISFACTORY in FINISH

Telegrams :  
BEATSON, ROTHERHAM.

'Phone :  
No. 88, ROTHERHAM.

ESTABLISHED 1751

*"Adaptocaps"*

*will give  
your bottles  
Distinction*

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self-Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

**The London Capsule Co**  
EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone : Thornton Heath 3014

**GLASS BOTTLES and JARS**  
OF EVERY DESCRIPTION

VIALS, plain and graduated, in cartons.  
MEDICAL FLATS, plain and graduated.  
PANEL FLATS, COUGH PANELS, TOBINS.  
POISONS, Blue. BLAUDS PILLS, Amber.  
ESSENCES, round & oval. MINIATURES.

BABY FEEDERS, lettered "HYGIENIC."

OPAL POTS, square, round and octagonal,  
with Aluminium Screw Caps.

Write or 'phone Mansion House 4901 (8 Lines).

**L. LEPERSONNE & Co.**  
(Estab. 1888)  
99 CANNON STREET - LONDON, E.C.4  
(Strictly Wholesale. Home and Export Trade)

Oval-front Flat

Pyramid Flat

**Medical, Surgical and  
Scientific.**

Wholesale and Export only.  
Inquiries invited.

IF YOU BUY  
ABROAD—  
WE BOTH  
LOSE MONEY

**GLASSWARE**

NIPPLE  
SHIELDS,  
IRRIGATORS,  
Eye and Nasal Douches,  
Syringes and Surgical  
Glass Instruments.

**POULTEN, SELFE & Co.**

Harley Street, Bow Road, London, E.3. 'Phone: East 3334



VISKAPS CAN BE APPLIED IN HALF A SECOND WITHOUT MACHINERY.

VISKAPS FORM A CLEAN, HARD, ATTRACTIVE SEAL. SUPPLIED IN A VARIETY OF COLOURS, BOTH OPAQUE & TRANSPARENT.

VISKAPS ARE NOT AFFECTED BY CLIMATIC CONDITIONS — INVALUABLE TO EXPORTERS. MADE IN ENGLAND WITH BRITISH CAPITAL, LABOUR AND MATERIAL.

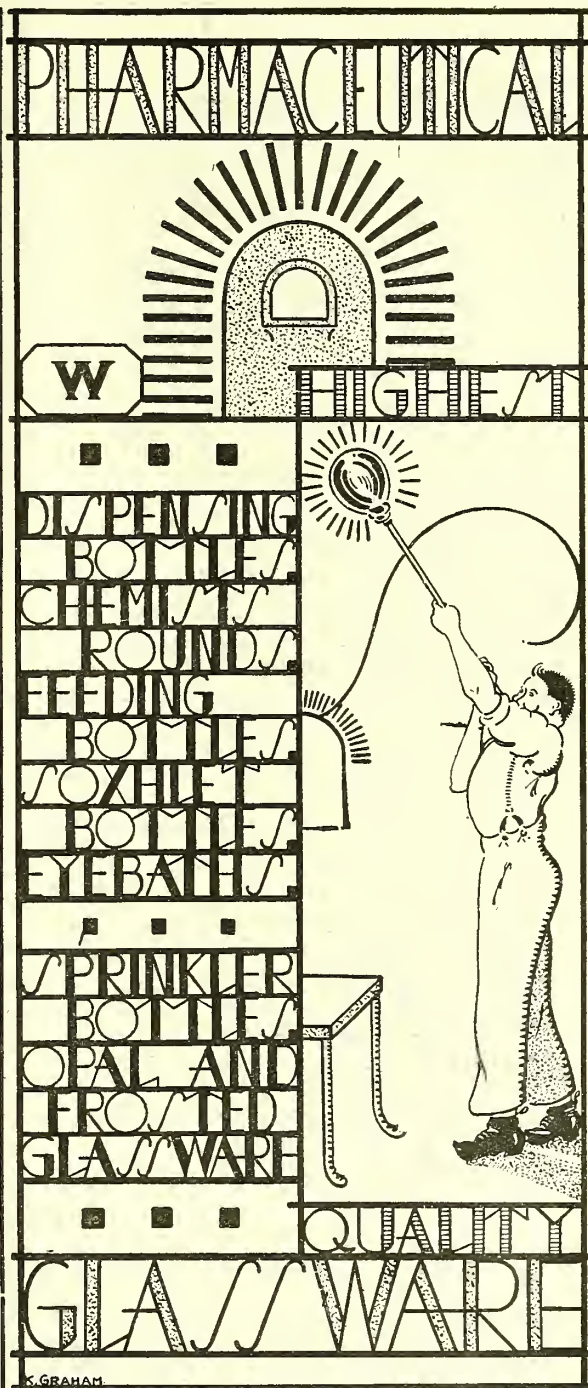
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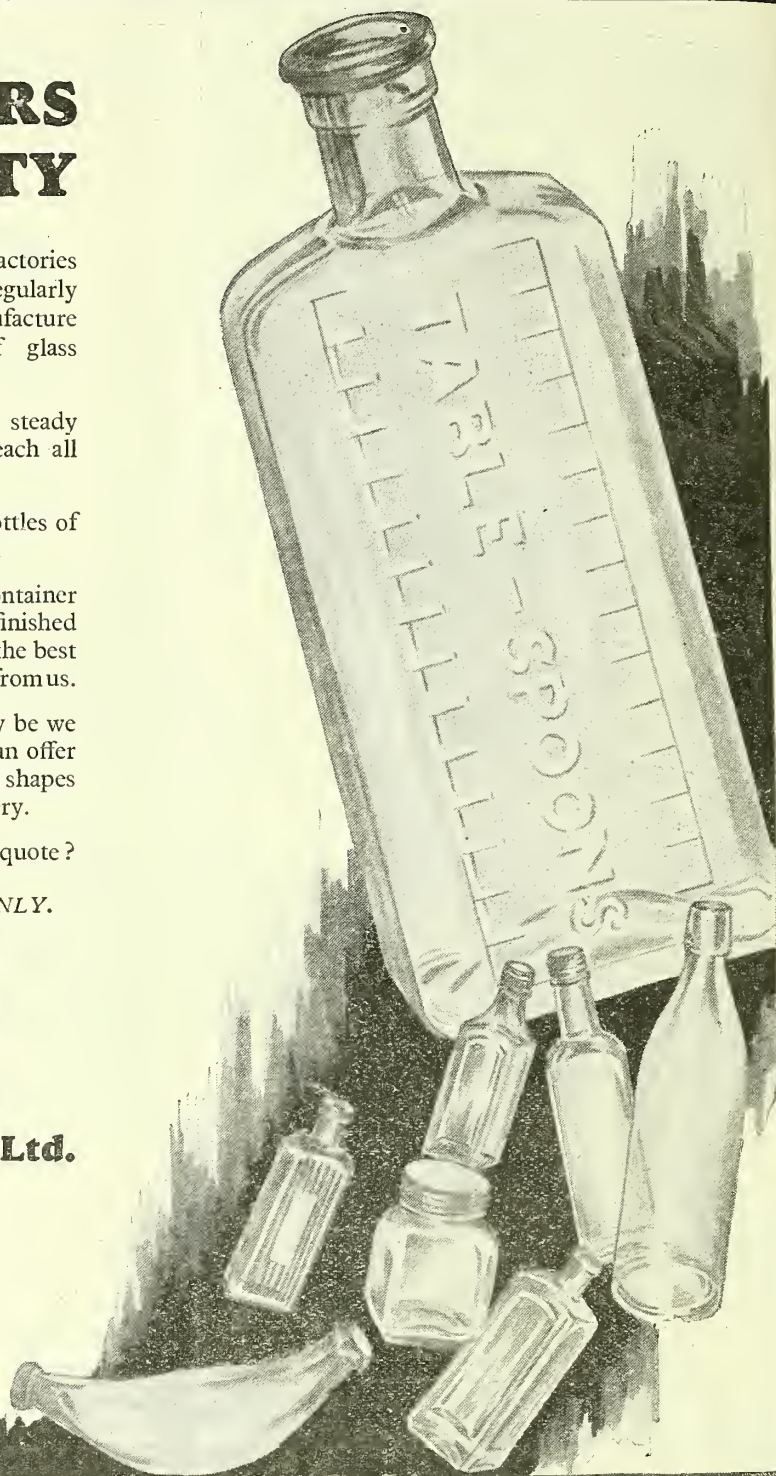
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# THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.  
LONDON, W.C.2

AUGUST 29, 1931

*This Supplement is inserted in every copy of The Chemist & Druggist.*

## THE CHEMIST AND DRUGGIST SUPPLEMENT

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1.—SOUTH LONDON.—Middle Class Retail Business, with small N.H.I. Kodak Agency and good D. & P.; returns last year, £1,545; net profit, 28 per cent.; single-fronted shop; stock and fixtures worth £550; rent, £60 per annum; sub-let 24s. weekly; price £875, lump sum or offer.

2.—EAST END.—General Retail Business, with Kodak Agency; old established; returns between £75 and £80 weekly, plus N.H.I.; usual prices; double-fronted shop, well fitted; stock worth about £800; comfortable flat over; moderate rent; long lease, price £2,000, or offer.

3.—LEWISHAM.—General Retail Business, with N.H.I. Dispensing; returns average £25 weekly, with scope for increase; well-fitted pharmacy, in good main road position; ample living accommodation; rent £80; held on lease; sub-let £13; valuation of stock and fixtures would be accepted, not more than £500 in all.

4.—LONDON, W. (Few Miles Out).—Light Retail Business in residential area; returns between £15 and £20 weekly; double-fronted shop, lock-up; estimated value of stock and fittings £350; 19 years' lease; price £500, or near offer.

5.—NORTH LONDON.—Good middle-class Business, with Optical connection; returns £2,100 last year, plus £350 from Optics; net profit £750; double-fronted shop; stock and fixtures worth about £800; rent and rates £90; long lease; price £1,600, or valuation terms entertained.

6.—BRENTWOOD (Near).—General Retail and Dispensing Business, with Kodak Agency; returns at the rate of £1,200 per annum; double-fronted shop; large house; rent £35 per annum; stock and fixtures worth £650; price asked £900.

7.—S.E. COAST (Near).—Old-established Business; Kodak Agency; returns over £2,000; net profit £502; lock-up pharmacy, well fitted and stocked; long lease; moderate rent; valuation terms entertained.

8.—LINGS.—General Retail and Dispensing Business, with Kodak Agency; established 100 years; returns about £2,600 per annum, with net profit about £600; stock and fixtures estimated to be worth between £1,100 and £1,200; large house; rent £150; long lease; price for quick sale £1,600; valuation terms entertained if desired.

9.—EASTBOURNE.—Good-class Retail and Dispensing Business; present turnover approaches £3,000 per annum, has been considerably more; comfortable flat over; property must also be purchased, but only small cash sum necessary; business and property can be secured for slightly over £2,000.

10.—EAST ANGLIA.—Small Country Business, producing about £200 net profit per annum; well suited to one about to semi-retire; eight-roomed house, with private entrance, very good garden; new lease; rent £25; no opposition; price about £500; vendor has bought another business.

11.—SOUTHERN CITY.—Wholesale Business dealing with Toilet Requisites and Proprietary Articles; established many years; vendor retiring; returns over £7,000 per annum; net profit about £700; convenient premises, the freehold of which may be purchased if required. Full particulars on application.

12.—SOUTH COAST.—General Retail and Photographic Business, with Rexall Agency; turnover nearly £2,000 per annum; net profit £441; rent £100 per annum; sub-let £52; held on lease; price for quick sale, £1,100.

13.—MIDLANDS.—Old-established Country Retail and Dispensing Business, with Kodak Agency; entirely unopposed; returns last year £2,356; double-fronted shop; 12-roomed house, with garage; rent £52 per annum, rising to £57; held on lease with option to purchase property; population 3,000; stock worth £850; price of business about £1,750.

14.—EAST COAST.—Combined Confectionery and Toilet Business; returns last year £2,100; 40-ft. frontage; stock and fittings worth £1,100; excellent house, back entrance and garden; scope for considerable expansion in the hands of a qualified man; in order to effect an early sale Vendor will accept a bargain price; part payment entertained.

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2.—EAST COAST.—Light Retail with Kodak Agency; some Optics; returns approximately £1,200, with plenty of scope; attractive modern fitted pharmacy; stands well; low rent; long lease; price £800.

3.—HOME COUNTY.—Wholesale Toilet Sundries Business; same hands 25 years and retiring; turnover exceeds £7,000; audited accounts; price £5,000, including book debts; freehold £1,500 (optional).

4.—SOUTH COAST.—High-class Retail and Dispensing Business; has been neglected; present returns £40 a week; scope for being doubled; splendid position; handsome pharmacy; fully stocked; valuation terms arranged.

5.—YORKS (W. Riding).—Light Cash Retail, with Kodak Agency and good Panel; returns about £2,000; net profit £700; audited figures; low rent; good stock; price £1,250.

6.—LIVERPOOL.—Well-established Light Suburban Retail; no keen competition; returns under manager nearly £1,300; net profit £325; low rent; double-fronted shop; good stock; price £600 recommended.

7.—LONDON, W.—Good-class Retail and Dispensing, returning £2,200; gross profits 40 per cent.; double-fronted shop; modern fittings; well stocked; price £1,200.

8.—LONDON, N.—Sound Cash Retail, in main road position; returns £1,500; good Panel; net profit £450; low rent; house attached; price £850; recommended.

9.—WEST KENSINGTON.—£500, or near offer, secures neglected Business in busy market thoroughfare; has done £30 a week and can again; well-fitted shop; valuable lease; low expenses.

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## BUSINESSES FOR DISPOSAL.

1.—SURREY.—Chemist's business in residential district, held on lease 7, 14, 20 years, at £98 per annum. Established 4 years. Returns £26 per week. Price asked—Lease and Goodwill, £350. Fixtures and fittings £600. Stock approximately £400. Further particulars on application.

2.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal. Premises held on week tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.

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(C1) £10,000 TURNOVER IN RETAIL PHARMACY.—Owing to contemplated retirement, an old-established city pharmacy with high-class connections and usual distinctive features is available for sale by private treaty; the premises occupy a commanding site in one of the leading business thoroughfares, and are held on lease at a rental commensurate with returns and position. The proposition offers unique opportunity for a "live" man or for a partnership; capital requirements will approximate £8,500, and pharmacists personally interested are invited to write in confidence for initial information; reference to Bankers should also be given. (Personally recommended.)

(C2) YORKSHIRE.—Unopposed retail and dispensing business in growing residential part of busy town; turnover for last three years shows steady and consistent increase; present returns exceed £40 weekly; good N.H.I.; low overhead charges and high percentage net profits; purchase price approximately £1,250.

(C3) LANCASHIRE.—Wholesale Drug and Surgical Instrument business for sale, owing to death of principal; established over 100 years; full particulars to bona fide enquirers.

(C4) SOUTH DEVON.—Main road double-fronted pharmacy; present turnover, £1,225 increasing; for sale owing to death of proprietor; stock and fittings, £800; property can be purchased or rented at £160 per annum; good living accommodation with garden and space for garage; quick sale desired.

(C5) HARDY COUNTRY.—Good retail and dispensing business in important holiday and touring centre; delightful surroundings; business only opened 11 months and doing £25-£30 weekly; most attractive lock-up shop, newly fitted by Maw's; living accommodation can be arranged nearby; lease at £72 per annum; stock and fittings approximately £500; for quick sale £575 accepted, as owner is returning to South Africa for health reasons. This business has been visited, and the particulars verified.

(C6) SEASIDE RESORT, LANCASHIRE (NOT BLACKPOOL).—High-class pharmacy with average returns of approximately £2,000 per annum; extensive scope for increase and good reasons for disposal; purchase price approximately £1,650.

(C7) LINCOLNSHIRE.—Retail and dispensing business showing returns of approximately £2,250 per annum; rent, £110; lease, 12½ years unexpired; further particulars on application.

(C8) HEREFORDSHIRE.—Old-established family and dispensing business; average turnover approximately £3,200 per annum; rent, £100 on lease; situated in busy thoroughfare and within easy reach of growing residential district. (Visited, verified and recommended.)

(C9) SUFFOLK (POPULAR SEASIDE RESORT).—Two businesses, pharmaceutical and high-class confectionery respectively,

available for disposal on account of contemplated retirement; modern dwelling house with garden and private entrance; extensive scope for increase, particularly as regards the chemists' business; average total returns for past three years approximately £2,300 per annum; reasonable purchase price; exceptional opportunity in cases where facilities exist for running both concerns jointly.

(C10) NORTH MIDLANDS.—Unopposed retail and dispensing business in small country town; turnover approximately £45 weekly; good living accommodation; average net profits for past three years exceed £450 per annum; rent, £57 on lease. (Visited, verified and recommended.)

(C11) £400 ALL AT.—Pharmacy well situated in busy thoroughfare of Midlands city; present returns approximately £37 weekly under management; well capable of increase to £60 or £70; exceptional opportunity for chemist with foresight and initiative, to whom the business is well recommended.

(C12) YORKSHIRE (WEST RIDING).—Established pharmacy, neglected, but possessing undoubted scope, available for disposal at valuation of stock and fixtures only; the property may be acquired at a low figure, or a lease might be arranged at an agreed rental; present takings approximately £25 weekly, but these figures could be increased considerably in a short time under personal proprietorship or adequate management; special circumstances necessitate a quick sale; the business, however, is a sound one and constitutes an exceptionally good investment, as the possibilities are well apparent. (Investigated and recommended.)

(C13) SOUTH DEVON.—Good retail and dispensing business showing returns of approximately £1,800 per annum; owner's special proprietaries, for which there is considerable demand locally, form a marked feature; there is also good scope for increase generally, under personal proprietorship; the business and property may be acquired on reasonable terms, further particulars of which will be supplied upon application. (Visited, verified and recommended.)

(C14) BIRMINGHAM.—Established retail and dispensing business (all cash trade) with good photographic connection; average returns approximately £1,300 per annum; net profits exceed £350; good N.H.I.; very low rental; living accommodation available; at present sub-let for more than rent of entire premises; this is an exceptional opportunity for a "live" man, as the owner must sell quickly on account of family circumstances, and for a quick sale the business may be acquired at a particularly low figure; every investigation invited. (Visited, verified and recommended.)

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Businesses for sale (investigated and recommended), in London districts, and provinces. Please state exact requirements, disposing of business, send full details, in confidence. Valuations personally conducted in any part of British Isles, accounts audited. (Terms on application.) Balance Sheets certified.

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NORTH WALES—Returns £1,500 p.a., house, lease, price £1,000.  
WALLASEY—Returns £830 p.a., good house, price £500.  
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Others, Liverpool, Manchester, Coventry. (Tel.: Failsworth 1913.)

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## BUSINESSES FOR DISPOSAL.

**BIRMINGHAM.**—Steady, profitable, working-class trade; all cash; low rent; lease; well-fitted corner shop; good Stores; Optics; 8 years' average profits £350; living accommodation desired; £750, all in, or valuation; full investigation welcomed. Further details and reason for selling from 16/16, Office of this Paper.

**DERBYSHIRE.**—Select Family Chemist; P.O. attached; low rent; lease; profits, three years' average, £350; Kodak Agency; £700, with freehold £1,600. Also Branch Business; over 12 years; low rent; profits, three years' average, £339; scope for increase; £550; offers invited. Further particulars, Harold T. Bennett, Estate Agent, 5 Hounds Gate, Nottingham.

**EAST MIDLANDS.**—Good-class Retail Business, situated in finest position in town; turnover, £2,600; scope for increase; good house; long lease; price £1,600. Particulars from 15/39, Office of this Paper.

**LONDON.**—Owing to expiration of lease any reasonable offer secures Chemist's Business; double-fronted shop, 23 x 13; mahogany fittings and good stock; property must be bought, £1,000, £800 can be left on mortgage; alternatively stock and fixtures can be bought for removal; urgent; must sell. 582 Romford Road, Manor Park, E.12.

**LONDON, E.**—Profitable Drug Store and Herbal Business; £27 per week net profit under management; essentially Prescribing; rent £45; rates £21; sub-let £39; 11 years' unexpired lease; proper accounts kept; good reason for disposal; all at £400, or near offer. "R," 309 London Road, Croydon.

**LONDON (Residential District).**—Good Retail and Dispensing Business; Kodak Agency; good opening for Optics; long lease; side entrance and garden; price, fixtures, lease and stock, about £650. 18/8, Office of this Paper.

**LONDON SUBURB.**—Owner is desirous of selling sound Cash Business in thickly populated district, middle- and working-class; turnover £50 weekly; clear net profit over £600; audited figures; low rent, on lease; fully stocked; cash price £1,500; references required. "Western," 190/755, Office of this Paper.

**LONDON SUBURB, S.W.**—Genuine Light Retail and Dispensing Business for Sale in main thoroughfare; established 30 years; owner retiring through age; about £800 required; no agents; bankers' references. 15/25, Office of this Paper.

**MANCHESTER.**—Sound Chemist's Business, with property, in thickly populated district; main road business, with living accommodation; genuine proposition. Full particulars to bona-fide buyers. Apply 15/11, Office of this Paper.

**MIDDLESBROUGH.**—Old established; main road; large frontage; Wine Licence; Kodak, with splendid D. & P. connection; N.H.I. 700-900 monthly; well fitted; £650; part may remain. Further particulars to genuine inquirers. 15/13, Office of this Paper.

**SOUTH COAST.**—Business, opened in April, now doing £25 a week; prospects of big business being done; very well fitted and stocked; large shop and dispensary; on main road; proprietor unable to carry on through over-work with another business; cash required about £1,000; genuine sale. 15/7, Office of this Paper.

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Proprietary Medicine well established with retail distribution business including live connection and stock for disposal as going concern. Reasonable figure.

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**SOUTH COAST.**—Naval quarter; takings £1,285 last twelve months, increasing; good profits; capable of considerable increase under personal supervision; now under management; long lease; low rent; stock and fixtures approximately £800; price £900 all at; may arrange for good business man with £500 cash. Apply Preston, 29 Ludgate Hill, E.C.

**SUTTON (Surrey).**—Recently-opened Pharmacy; lock-up shop; main road; taking £10 weekly, increasing; no opposition; rent £90 inclusive; lease granted; owner anxious to sell owing to ill-health; price, fittings, £60; any stock required at cost; good opportunity for beginner. 16/9, Office of this Paper.

**DRUG and Photographic Stores;** member P.D.A.; Kodak Agency; living accommodation; 10 miles out of Manchester; average takings £17 weekly; rent and rates £35 per annum; plenty of scope for N.H.I.; fine opening for qualified; would consider fully qualified Partner to take charge. 15/33, Office of this Paper.

**FAMILY and Agricultural Business,** old established, in market town in Yorkshire; large turnover at good profits; easily worked; unlimited scope; a rare opportunity to acquire a good profitable business; price £4,200. Particulars to genuine buyers only. 15/3, Office of this Paper.

**LARGE corner Chemist Business for Sale,** South Manchester district; long lease; Kodak and Rexall Agencies; good Optical connection; full particulars to genuine buyers; price £450 and stock and fixtures at valuation, or lump sum offer entertained. 11/16, Office of this Paper.

**OFFERS are invited for the Stock and Fittings of a small modern Pharmacy,** situated in Bolton; owner leaving the business and must sell quickly; no reasonable offer will be refused. 16/18, Office of this Paper.

**ONE o'clock Saturdays,** S.E. district; Wholesale Wireless, Accumulator Acid, Distilled Water, Drug and Chemical Business; genuine good going concern; inspection and offers invited; weekly tenancy at 14s. per week; good reasons for disposal. Roberts, 37 Surrey Road, Peckham Rye, S.E.15.

**90 PER CENT. Share Capital for Sale.**—Company, operating chain of shops important Northern City; returns progressive, present year showing better results over last; exceptional reasons for sale; inquirers giving bank references supplied with further details; price £5,250. 17/34, Office of this Paper.

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**OLD-ESTABLISHED German Manufacturers of Drug** Specialities of high repute wish to dispose of their Sole Agency for England and Colonies to well-introduced firm in the trade; must have well-developed canvassing and selling organisation. One of the partners of firm advertising is at present in London, so that opportunity of personal discussion is available. Write to E. L. D. 4285, c/o Rudolf Mosse, Ltd., 125/30 Strand, W.C.2.

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**HAMPDEN CLUB**, Hampden Street, N.W.1, close to King's Cross Station. Large Club Rooms. 300 Bedrooms and Bed-Sitting Rooms, 15s. to 25s. per week.  
 Illustrated Prospectus, Secretary. Museum 3424.

**FOR SALE.**

**OAK** Wallcase, 8 ft. x 8 ft.; nest of 21 Drawers, 7 ft. x 2 ft.; two bent plate-glass Counter Cases; three upright Counter Cases; Autoway Weighing Machine; Duplicator, £3 10s., perfect; also other Pharmacy Fittings. 15/12, Office of this Paper.

**THROUGH** disposal of lease offers wanted for Stock, Fixtures, Fittings and Utensils in one lot. 16/29, Office of this Paper.

**PREMISES FOR SALE.**

**GOOD** opportunity for Chemist; new district near London; good shop and living accommodation; last available. Write "Z," c/o Smiths' Library, Slough.

**PREMISES TO LET.**

**LOCK-UP** Shop (large window), prominent main road position, good residential locality, suitable for Chemist or Optician; rent £2 5s. per week inclusive; small premium. Apply 27 Stoke Newington Road, London, N.16.

**HUNTS.**—To Let, vacant October. Chemist's Lock-up Shop; good position; agricultural district; only one other chemist in the town. 16/5, Office of this Paper.

**SCUNTHORPE, Lincs.**—Desirable double-fronted, lock-up Shop with room above; electricity and water; main road; in centre of medical practitioners' district; splendid opening for Chemist and Photographic Agency; rent £80 per annum. Apply C. Barnsdale, Accountant, Laneham Chambers, Scunthorpe.

**TO LET**, from September 29, 1931, double-fronted shop, dwelling-house and premises, commanding position in main street, Wellington, Somerset; business of Chemist and Druggist successfully carried on for over a century; present tenant not renewing lease; suit enterprising man with small capital; stock and fittings can be taken over if desired; rent £80. Apply Arthur W. Glass, Auctioneer, Wellington, Somerset.

**SALE BY AUCTION**

Sale Rooms, 5 Little Britain (close to G.P.O.), London, E.C.1. Removed from Lewisham, etc., for convenience of Sale.

Well-made **CHEMIST'S SHOP FITTINGS**, Drug Run, Dispensing Screen, Glass Counters, Wall Showcases, Perfumery Desk, also Office Furniture, Safes, Typewriters, etc.

**B. NORMAN & SON**

Will Sell by Auction, as above, Wednesday Next, at One o'clock.

On view day prior. Catalogues of the Auctioneers.

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**SEVERALLS MENTAL HOSPITAL, COLCHESTER.**  
 The Committee of Visitors invite Tenders for the supply of Drugs for the six months ending 31st March, 1932.

For form of tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls Mental Hospital, Colchester.

Sealed tenders must be received not later than the 12th September, 1931, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any tender.

**APPRENTICES.**

**YOUNGS CHEMISTS**, 42 Belvoir Street, Leicester, have a vacancy for a Pupil; unusual facilities for Pharmaceutical education and training; full-time day course provided during apprenticeship for Preliminary Scientific Examination.

**PARTNERSHIPS.**

**PARTNER** required, with view to succession, in good middle-class neighbourhood; good living accommodation; capital required £500-£600: London suburb. 17/10, Office of this Paper.

**SITUATIONS OPEN.****RETAIL (HOME).**

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**ANCOATS HOSPITAL, MANCHESTER.**—Assistant lady Dispenser required; salary £130 per annum, with luncheon and tea. Applications, stating age, previous Hospital experience (if any), qualifications (M.P.S. or Hall), and full particulars, together with copies of three recent testimonials, to be forwarded to the undersigned on or before Wednesday, September 3 next. By order of the Board, Herbert J. Dafforne, Gen. Supt. and Secretary.

**BRISTOL.**—Unqualified Assistant or Improver wanted; good Window-dresser and quick Dispenser. Apply, with full particulars, by letters only, to Joiners, 18 Langham Road, Knowle, Bristol.

**BUXTON.**—Smart young lady required as Assistant in modern business; keen Saleswoman and smart Window-dresser essential; previous Dispensing experience necessary. State age, salary, previous experience, and when at liberty to 190/754, Office of this Paper.

**DUNDEE.**—Pharmacist, with Optical qualification, wanted as Branch Manager. State when free, salary required, and fullest details of experience, supply references to 16/30, Office of this Paper.

**EAST LONDON.**—Qualified man wanted; must be experienced in Window-dressing and Counter Salesmanship. Write for appointment, stating age, salary and experience, if possible copy of references. P.C.B. 3/27, Office of this Paper.

**EAST LONDON.**—Unqualified Assistant; must have some knowledge of Photography and Window-dressing. Write, stating age, salary and experience, to P.C.B. 3/270, Office of this Paper.

**LEEDS.**—Young, qualified Assistant required for small Pharmacy; must be good Dispenser and Window-dresser; comfortable permanency for moderate salary. Full particulars as to experience and wage required to 16/3, Office of this Paper.

**LONDON, N.**—Junior Assistant required, male, outdoors, for middle-class business, Dispensing, Retail and Photography. Give full particulars of age, experience, height, etc., salary required, and photo if possible, to be returned. 16/14, Office of this Paper.

**LONDON, W.1.**—Qualified Junior Assistant (male) for high-class Dispensing business. Full particulars and salary required. 190/752, Office of this Paper.

**LONDON, S.W.**—Qualified Assistant (male) for high-class Dispensing business; age about 26. Full particulars and salary required to 18/10, Office of this Paper.

**THAMES VALLEY.**—Lady Assistant for high-class business; experienced all branches. Give full particulars and salary required. Applications unanswered in five days respectfully declined. 19/5, Office of this Paper.

**ASSISTANT**, qualified, for early vacancy, temporary; permanency if suitable after fair trial; must have a sound general knowledge of good-class general Retail business; personal application preferred. Fairfax, Chemist, 59 Marchmont Street, Russell Square, W.C.1.

**ASSISTANT**, unqualified, for North London business. State salary required, full particulars of experience, when disengaged, and enclose photo in first letter. 18/54, Office of this Paper.

**PHOTOGRAPHS, TESTIMONIALS, &c**

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) **ORIGINAL TESTIMONIALS** or **VALUABLE PHOTOGRAPHS**. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**ASSISTANT** (unqualified), young; £3 per week to commence; good Window-dresser essential. State age, height, experience, etc.; photo if possible. Drug Department, Co-operative Society, Ltd., Scunthorpe, Lincs. Endorse "Chemist's Assistant."

**COMPETENT** unqualified Assistant, young, wanted at once; middle-class trade; good Counterman, and must be reliable and have good recent references. Particulars to Lester, Chemist, St. Dunstan's, Canterbury.

**INDOOR** berth, all found and comfortable, towards the end of September; smart, unqualified Assistant, accustomed to good-class business; Dispensing experience essential; also good Window-dresser. Apply, with photo, age, and other particulars, salary required, Thresh, Buxton, Derbyshire.

**JUNIOR** Assistant required for high-class Pharmacy; must have good Dispensing and Counter experience. Full particulars and photo first letter. Interview essential. L. J. Collis & Co., Ltd., Bexhill-on-Sea, Sussex.

**JUNIOR** or Improver (gentleman about 21), unqualified, outdoor, required after September 24; Yorkshire city; good writer and Window-dresser essential; accustomed to high-class Retail and Dispensing (no N.H.I.). Apply, stating full particulars and salary required, to 17/4, Office of this Paper.

**JUNIOR**; well recommended; Dispensing, Light Retail and general routine; country market town. State usual particulars (photo if possible) to Oxley, Chemist, Hailsham, Sussex.

**LADY** Assistant; unqualified (Hall Certificate appreciated, but not necessary); good Window-dresser and Dispenser; neat handwriting for necessary book-keeping; comfortable situation for one suitable desiring a permanency. State age, salary, experience (photo desirable), fullest particulars, when free. (Liverpool city.) 15/6, Office of this Paper.

**LOCUM**, qualified, lady or gentleman, September 7 to 19 inclusive. Apply, giving full particulars, with references and stating terms, to Smith, Chemist, 115 Moor Street, West Bromwich.

**QUALIFIED** Chemist, lady or gentleman; full-time or part-time; permanency. Reply or call, Carron, Ltd., 157 Cambridge Road, E.

**QUALIFIED** lady, at once; must be good Dispenser, Counterhand and Window-dresser; state experience and salary, enclose photo. D. Bruce & Co., Ltd., 5 The Parade, Bridge Road, Maldenhead.

**QUALIFIED** Superintendent required for East London business; easy hours if required. State lowest salary to commence. Applications not answered in three days declined with thanks. E. J. Brooks, 16 Downham Road, London, N.1.

**REQUIRED**, energetic, qualified Manager; must be capable business builder; take charge first of chain of Retail Branches, London; salary, bonus and dividends; supervisory position later; probable seat on board of directors; qualification £500 shares. P.C.B. 3/10, Office of this Paper.

**UNQUALIFIED** Assistant of good appearance and address, experienced in high-class Dispensing, Toilet and Photographic. Apply, with full particulars, age, experience, and salary required, with photo (returned), Wands, Ltd., Leicester.

**UNQUALIFIED** Assistant required for industrial business in Manchester; must be neat and accurate Dispenser and used to heavy N.H.I., also smart Salesman. Give full details regarding age, salary, previous experience, and when at liberty to 190/755, Office of this Paper.

**UNQUALIFIED**, unmarried male Assistant required early in September, must be thoroughly experienced in Window-dressing and courteous Counterman, for an up-to-date pharmacy; age not over 25; good salary. Enclose photograph and references to Gordon Morum, The Arcade, Guernsey.

**UNQUALIFIED** Assistant, lady or gentleman, for good-class D. and Printing business and to assist generally in the Dispensary; must have had good experience and be neat and tidy. Apply, stating salary, references, etc., to "South-East Coast," 190/757, Office of this Paper.

**UNQUALIFIED** Junior Assistant required; must be good Window-dresser. Particulars, age, experience, salary, etc. (photograph if possible) to Bagshaws, Chemists, Newton Heath, Manchester.

#### WHOLESALE.

**AN** opportunity offers to an energetic young man of good education and general experience in Pharmacy to join the staff of a well-known London Distributing House dealing mainly in Proprietary Articles; after indoor experience he would be required to travel. Apply, giving full particulars of education and experience, to 190/749, Office of this Paper.

**LEADING** Export House has opening for qualified or unqualified Foreman to control staff, stock and packing of orders in Tincture Department of Packing Warehouse (near London); moderate salary to commence. Usual details of education and experience to 18/28, Office of this Paper.

**MESSRS. E. T. TOWLE & CO., LTD.**, Nottingham, Patent Medicine Proprietors, require a capable Sales-Manager on salary and commission basis; must have knowledge of advertising, export and mail order business. Only those with initiative, previous experience, and first-class credentials need apply, with full particulars and copies of references and salary required, to the Managing Director, Messrs. E. T. Towle & Co., Toll Street, Nottingham, marking the envelope "Private."

**NOVELTY**.—High quality Christmas side line for gentlemen calling on Chemists, Perfumers and Stores; commission only. 15/27, Office of this Paper.

**PATHOLOGICAL LABORATORY**.—Required, a Pathologist, preferably with Pharmaceutical qualification, thoroughly capable of making autogenous vaccines, urine, sputa, faeces and blood examinations. The position is both important and permanent, commanding a good salary, and a first-class man is required. Applications treated confidentially. 190/756, Office of this Paper.

**REPRESENTATIVE**, with live connection amongst Retail Chemists in London and suburbs, wanted to carry additional packed Pharmaceutical Products of the finest quality; generous commission (10 per cent.) to good man. The National Pharmacy Supply Co., 54a Mildmay Park, London, N.1.

**REQUIRED**, live, energetic Salesman to represent Manufacturing Chemists in London area on salary and commission basis. Applicants should give full particulars of experience and references; state whether car owner. P.C.B. 3/15, Office of this Paper.

**SIMPKINS'** (see advert. page xiii) require Resident Representative for London; must own car and know largest Retail Buyers in London (Chemists only). Only applicants considered who send references and fullest details of capabilities.

**YOUNG** Sugar Coater wanted; preferably one with a knowledge of Pearl Coating. Apply, giving full details, age, experience, etc., to Arthur H. Cox & Co., Ltd., 93 Lewes Road, Brighton.

#### COLONIAL, INDIAN AND FOREIGN.

**ALGIERS**.—Required, for November 1, English Assistant (qualified); first-class experience and good references essential. Write, stating full particulars, to Grandmont, Pharmacien, 28 Rue Bab-Azoun, Algiers, Algeria.

**LEADING** firm of Manufacturing Chemists in Germany have a vacancy in their Literary and Advertising Department for young educated Englishman; must know sufficient German to be able to translate scientific matter into fluent English; pharmacist with literary and advertising experience in pharmaceutical products preferred. Applications, with full particulars and salary expected, 190/750 Office of this Paper.

**NICE**.—REQUIRED, for winter season, Queen Victoria Memorial Hospital, Nice, lady Dispenser for relief duty. Applicants must be either trained Nurses or have sufficient knowledge of nursing to assist in Hospital when required. Apply "Matron," c/o George Warre, Esq., 47 Upper Grosvenor Street, W.1.

#### SITUATIONS WANTED.

##### RETAIL (HOME).

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.A.**—QUALIFIED woman Dispenser (Hall), experienced London Hospitals, Private Practice, etc., speaks French, well recommended, seeks re-engagement; permanent or temporary. Worley, St. John's Terrace, Guernsey.

**A.A.A.**—ASSISTANT; unqualified; married; well up Counter, Dispensing; modern Store experience; used to responsibility; Southern Counties preferred; free September 12. "Antifebrin," 22 Albion Terrace, Horsham.

**A.A.A.**—ASSISTANT; 32; first-class Salesman-Dispenser; 17 years' good all-round experience; last 10 West End; trustworthy; reliable; excellent references; any interview London. 18/250, Office of this Paper.

**A.A.**—ASSISTANT, 22, tall, Public School, after 4 years' comprehensive training desires further first-class experience; free end September; permanency only. Williams, 8 Beaconsfield Road, Knowle, Bristol.

**A.A.**—QUALIFIED Chemist; 30; reliable; trustworthy; smart appearance; West-End experience. "Chemist," 103 Edith Road, West Kensington, W.14.

**A.A.**—QUALIFIED, Manager, 36, Scot, proved capable business builder, with modern ideas, seeks responsible engagement; London suburbs; thoroughly experienced all branches; keen, ambitious worker; used sole charge. 18/13, Office of this Paper.

**A.**—QUALIFIED, Scot, 22, desires post; London experience; smart, capable, trustworthy; excellent references; anything considered. 16/27, Office of this Paper.

**A.**—QUALIFIED Chemist requires permanent position; experienced all branches of Pharmacy; competent and reliable; highest references; age 26. "Chemist," 40 Lansdowne Gardens, Stockwell, S.W.8.

**A** YOUNG, qualified Chemist requires post; smart; good appearance; 4 years' high-class London experience; go anywhere. F. R. Finch, 44 Tyrwhitt Road, Brockley, London, S.E.4.

**A** CAPABLE and reliable Assistant, 32, 17 years' good experience, 10 West End, requires post; London; Locum or permanency preferred. 18/25, Office of this Paper.

**A** CHEMIST; just qualified; Square trained; Locum or permanency in any part of London; excellent Counter and Dispensing experience; well recommended. Jaffe, 4 Mansfield Road, Ilford.

**A** PHARMACIST, with unusual ability, qualification Optics if desired, 6,000 refractions, shortly available for position as Manager, Partnership if required, or with Wholesale Firm; interview any time, London. 16/22, Office of this Paper.

**A** NY Pharmacist contemplating opening new branch or otherwise requiring services of a qualified business man are invited to write me for details; references available; free shortly. Partnership entertained later. 16/17, Office of this Paper.

**A** PPRENTICE, with 2 years' good experience, wishes to obtain post as Junior Relief Assistant during his holidays, September 14 to 26 inclusive; good knowledge general Counter work, N.H.I., and Photographic; Midlands preferred. Reply, stating wages offered, etc., 17/19, Office of this Paper.

**A** POTHECARIES' Hall; lady; capable Dispenser-Book-keeper; Hospital, Doctor, Chemist experience; permanency, Locum. E. Tempest, 24 Broadway, Maidstone, Kent.

**A** S Locum or permanency; Assistant; 23; unqualified; excellent West-End experience and references; all branches; good appearance; disengaged. 17/9, Office of this Paper.

**A** SSISTANT (unqualified) desires permanency in good-class Dispensing business end September; 24; 5 ft. 10 in.; 7½ years' experience, Dispensing, Window-dressing, Counter, Photography. 17/7, Office of this Paper.

**A** SSISTANT (unqualified) desires change end of September; London district preferred; present berth 3 years; age 23; tall; good all-round experience, Dispensing, Counter and Photography; good Window-dresser; well recommended; excellent references. S. Hallam, c/o E. D. John, 118 Cowley Road, Uxbridge, Middlesex.

**A** SSISTANT, unqualified, 28, 11 years' all-round experience, desires post, temporary or permanent, or would work as Dispenser to Doctor, where ability to drive car and knowledge of London would be an asset; free September 7. Please write "Mac," 76 Hillfield Road, N.W.6.

**A** SSISTANT; unqualified; 23; good experience in Dispensing and Counter work in Harrogate and East Coast; available September 21; London preferred. Moverley, 88 Harbour Place, Whitstable, Kent.

**A** SSISTANT, unqualified, requires whole- or part-time position; excellent references; experience in Dispensing, Photography, Counter, Window-dressing, and Stock-keeping; tall; age 25. Middleton, 143 Abbeyfield Road, Sheffield.

**A** SSISTANT; lady; unqualified; 25½; 6½ years Dispensing and Counter; London preferred. MacKenzie, 2 Tierney Road, Streatham Hill, S.W.2.

**A** SSISTANT (Junior), Dispensing, Counter, Photographics, seeks post in large town; London preferred. 16/6, Office of this Paper.

**A** SSISTANT, 22 (Part I), requires position as Locum; free all September. Austen Smith, 19 Grosvenor Road, Wrexham.

**A** SSISTANT; 22; unqualified; tall; smart appearance; good address; Counter, Dispensing, Photography; free September 19. Philp, 28b Seaside, Eastbourne.

**A** SSISTANT, 24, disengaged, desires post; London suburb; interview if necessary. O'Hara, 44 Temple Road, Kew Gardens.

**A** SSISTANT, 24, unqualified, 7 years' experience, Counter, Dispensing, Photographic, seeks change. 17/22, Office of this Paper.

**A** SSISTANT, 21 (referred Part II), desires position, temporary or permanent; Dispensing, Windows, Counter; qualified in Optics (F.S.M.C.). 28 Ferham Road, Rotherham.

**B** IRMINGHAM or Midland area; Locum or permanency; first-class references; all-round experience; disengaged August 31. "H.," 64 Hunters Road, Birmingham.

**C** APABLE Dispenser-Book-keeper, male, 21 years' experience, seeks permanency with Doctor or Institution; town or country; excellent references; free by arrangement. "Dispenser," 72 Draconsfield Road, Hemel Hempstead, Herts.

**C** HEMIST-OPTICIAN desires Managership; 38; tall; thoroughly experienced all branches; free any time; just given up own business; wife and daughter used to pharmacy; anywhere; interview any time; terms moderate. Apply 17/15, Office of this Paper.

**C** OMPETENT Assistant, unqualified, 31, tall, seeks post; varied experience; excellent references; well recommended by last employer. G. A. Fricker, 6 High Street, Epsom, Surrey.

**C** OMPETENT, experienced Assistant; unqualified; Public School; town or country; 26; height 6 ft.; active and energetic; recommended as honest, sober, reliable; disengaged. Flatman, Tregonwell Road, Minehead, Somerset.

**D** ISENGAGED September 14; part or whole time; many years' experience; S.E. district. Crowther, 18 Elm Road, Beckenham.

**D** ISPENSER, experienced, qualified, wants post with Doctor or Chemist; whole or part time; North London preferred; moderate salary; 12 years with last firm. Mr. Murray, Clovelly Road, Ongar, Essex.

**E** XPERIENCED Assistant; Locum or relief; free now; Dispensing, Counter, Windows, Prescribing, Photography, Stock. Harries, 8 Tradescant Road, S.W.8.

**E** XPERIENCED, efficient, energetic M.P.S.; Manager, Dispenser, Locum; Lancashire preferred. H. R. Wilson, Chemist, Hallgate, Wigan.

**E** XPERIENCED Student, 25, requires full- or half-time post in or near London. Sheppard, West Mark, Somerset.

**I** MPROVER requires post; London, South preferred; free September 26; high-class experience, Counter, Dispensing, Stock, Window-dressing; reliable; anxious to improve. Luker, 85 Keighley Terrace, Cheltenham.

**J** UNIOR, some years' experience in high-class business, desires similar position; requires time off for study; wage nominal. "Q. B.," 27 Alexandra Road, Twickenham, Middlesex.

**J** UNIOR Assistant; 19; thorough training; experience of Photography, Dispensing, Window-dressing and Counter. Apply "P.," 9 Cwm-dare Street, Cathays, Cardiff.

**K** ATHLEEN M. FOX; qualified; Locum or permanency; Northern county preferred; excellent references. 210 St. George's Road, Bolton.

**L** ADY Dispenser-Book-keeper (Hall) requires position, Chemist, Doctor or Institution; 7 years' excellent experience, Dispensing, Counter, N.H.I., etc.; Locum or permanency. "H.," 25 Sisters Avenue, Clapham Common, S.W.11.

**L** ADY M.P.S. requires whole or part time; excellent general all-round experience. "Pharmacist," 252 Elgin Avenue, W.9.

**L** ADY requires position; temporary or permanent; excellent Dispensing and general experience. "D.," 14 Tennyson Avenue, Twickenham.

**L** ADY, qualified, free after September 9, desires post; experienced Retail, Hospital; excellent references; Southern or South-Eastern Counties preferred, not essential. 15/34, Office of this Paper.

**L** ADY, qualified, 23, desires position in London or near. Please state particulars. "H. D.," 1 Hopfield Avenue, Brondesbury Park, N.W.6.

**L** ADY, 20, passed Part I, wishes Locum or permanency; good experience Dispensing and Counter. Spence, 18 Longley Road, Tooting. Phone: Streatham 5760.

**L** OCUM or permanency; within daily travelling facilities; unqualified; active; reliable; Prescriber; abstainer; free August 31. Permanent address: Howard, 30 Pimlico, Ilkerton, Derbyshire.

**L** OCUM; disengaged September 7; qualified; fully experienced; highest references. "Locum," c/o Grant, Chemist, Plaistow Lane, Bromley, Kent.

**L** OCUM or management; over 30 years' experience; "not registered"; Dispensing, Counter, Stock, Books, Prescriber, and good general Senior; used heavy Panel. "G.," 130 Scott-Ellis Gardens, N.W.8.

**LOCUM**; qualified; middle-age; active; reliable; well recommended; free September 5. "H., c/o Green, Chemist, Stourport, Worcs.

**LOCUM**; qualified; Referred Ph.C.; 6 years' good Retail experience; free August 29 to September 5 and September 19 onwards. Ramsay, 113 De-la-Pole Avenue, Hull.

**LOCUM**, qualified, 33, good all-round experience, as Manager and Assistant. "Chemist," c/o C. Shipman, Chemist, Cranbrook, Kent.

**LOCUM**; qualified; lady, Square trained; experienced Hospital and Retail; free September 12. Phillips, 17 Scutari Road, East Dulwich, S.E.22.

**LOCUM**; qualified; experienced and reliable; sold own business and free now. "Chemist," 124 Haviland Road, Boscombe.

**LONDON OR CONTINENT**. — Unqualified, gentlemanly Assistant, 26, desires position; West-End and high-class provincial experience; knowledge of French. 16/37, Office of this Paper.

**M.P.S.**, F.S.M.C., with Supplemental, 24, desires position with view to experience in Optics; moderate salary; good references. Fogg, Devonshire Road, Sherwood, Nottingham.

**M.P.S.**, F.S.M.C. (and Supplemental), 24, desires change. 36 Salisbury Avenue, Colchester.

**M.P.S.**, 28 years, single, 11 years' Retail experience, seeks permanency or part-time; Partnership entertained. P.C.B. 3/26, Office of this Paper.

**M.P.S.**, 23, high-class experience, South Coast winter resort and London suburbs, good Dispenser and Salesman, knowledge of Prescribing, first-class references, requires post, London. Ferris, Woodford, Paignton.

**MANAGER**, Chemist-Optician, 25 years' practical experience, disengaged mid-September, desires responsible post; thorough in all departments. BM/FA4N, London, W.

**MR. E. SAVILLE PECK**, Cambridge, has pleasure in recommending Mr. R. K. Nightingale as an efficient Assistant; recently qualified. Address 30 Trumpington Street, Cambridge.

**NEWCASTLE/SUNDERLAND**. — Qualified requires Locum work, August 31-September 12, and permanency after September. Sanderson, Pence Houses.

**PART-TIME**, mornings and evenings; unqualified; 45; quick and accurate Dispenser; used to heavy N.H.I., Counter, Windows; excellent references; moderate terms. "A. B., 2 Walham Grove, Fulham, S.W.6.

**PART-TIME**, week-end work, required in London by qualified (26); London, provincial and Continental experience. Reply 17/33, Office of this Paper.

**PART-TIME** or Locums; Part II Student; experienced all branches; London, W., preferred. Snell, 52 Woodstock Road, W.4.

**QUALIFIED** Chemist (elderly) seeks appointment as Manager; all-round experience in high-class businesses; excellent references; would consider part-time engagement for winter months; disengaged September 16. 17/29, Office of this Paper.

**QUALIFIED**, age 24, tall, good all-round experience, Photo and Windows, desires position; free. 18/24, Office of this Paper.

**QUALIFIED** lady, 26, desires situation; 3 years' experience Manageress; good Dispenser, Counter-hand and Window-dresser; permanency. Apply 9/26, Office of this Paper.

**QUALIFIED**; elderly; Locum or part-time preferred; experienced in Retail, Dispensing, Photographic; disengaged September 12; excellent references. "H., 18 Westmoreland Road, Bayswater, W.2.

**QUALIFIED** lady, free after September 8, desires further Locums; experienced Hospital and Retail; excellent references. 15/340, Office of this Paper.

**QUALIFIED** lady, 25, with excellent all-round experience, accustomed to sole charge, desires post in high-class pharmacy; highest references; disengaged September. "H., 4 Swiss Terrace, Hampstead, N.W.6.

**QUALIFIED** Locum; Retail Manager or Hospital Dispenser; free first week September. Thomas, 37. Downs Road, Clapton, E.5. Phone: Clissold 1448.

**QUALIFIED** requires position as Manager; excellent references. R. Stephenson, 26 Cambridge Street, Norwich, Norfolk.

**QUALIFIED**; tall; young; reliable; high-class London experience; Locum or permanency; S.W. London preferred; free September 28. J. S. Rutter, 113 Longley Road, S.W.17.

**QUALIFIED**; 10 years' experience, Lancashire and Midland; manage or superintend; Locum or permanency. Carroll, 54 Collyhurst Street, Manchester.

**QUALIFIED**; 23; disengaged; good Dispensing and Counter experience; Locum or permanency. Jones, 24 Goshen Street, Rhymney, Cardiff.

**QUALIFIED**, 23, tall, managerial experience, Photographic, Window-dressing, etc., excellent references, requires permanency or Locum; Manchester district preferred. 16/7, Office of this Paper.

**QUALIFIED**; 48; single; high-class West-End and Provincial experience; references good. "Chemist," 9 West Street, Epsom, Surrey.

**QUALIFIED**; 41; experienced; Manager or Superintendent; London (East); free September 25. "Zinzib," Evans, 74 Park Road, Southend, Essex.

**QUALIFIED** (22) seeks engagement; Locum or permanency; Liverpool or S.W. Lancs preferred, but not essential. J. Greer, 28 Hard Lane, St. Helens.

**UNQUALIFIED** Assistant; age 24; 9 years' experience, Dispensing, Counter, etc.; South of England preferred; permanency. 18/39, Office of this Paper.

**UNQUALIFIED** Assistant (passed Chemistry Part I); superlative apprenticeship testimonial; age 21; thorough knowledge of Window-dressing, Photography, and Ancillaries, Retail Chemistry; ambitious; active; excellent character; Metropolitan area preferred. Hugh Morris, c/o 51 Avenue Road, Regent's Park, N.W.8.

**UNQUALIFIED** Assistant; 20 years' experience, Dispensing, Counter; knowledge of Photography; South Coast preferred; disengaged; accept Locum. Harris, Chemist, Newport, I.O.W.

**UNQUALIFIED** Assistant, 25, urgently requires situation anywhere; good references; moderate salary. "G., 50 Rutland Park, Sheffield.

**UNQUALIFIED** Assistant; all-round experience; good Dispenser; capable taking charge; excellent references; middle-aged. Harding, 5 Sandhurst Road, Moseley, Birmingham.

**UNQUALIFIED** Assistant; age 27; good all-round experience; available immediately. T. C. Davies, c/o Farm Cottage, Summerhill Park, Side Hill, Bath.

**UNQUALIFIED**, 23, tall, 7 years' town and seaside experience, requires short or long period engagements anywhere; good Dispenser and tactful Salesman; good references. Payne, 8 Hermosa Road, Teignmouth.

**UNQUALIFIED**, young, good all-round experience; now disengaged; relief or permanency; can give good references; London only. "Chemist," 61 Rylston Road, Fulham, S.W.6.

**YOUNG** lady desires post in Dispensing; Hall qualification; good worker; within travelling distance of Brighton. 8 Prestonville Road, Brighton.

**£2 15** S. per week, outdoors; Assistant or Manager; middle-aged; best experience; abstainer; good at Counter and Dispensing; now free. 18/16, Office of this Paper.

### WHOLESALE.

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**ADVERTISER**, 10 years' successful Representative experience with well-known firms, desires re-engagement; special opportunity established house; salary, expenses. 18/18, Office of this Paper.

**A WELL-KNOWN**, experienced Representative, with strong personal connection, Midlands and surrounding counties, desires to represent first-class house; keen, conscientious worker; undeniable references; qualified; own car if required. 17/2, Office of this Paper.

**A** N experienced Traveller, good connection with London and Suburban Chemists, Hairdressers, Doctors, etc., requires engagement with reputable firm. P.C.B. 3/23, Office of this Paper.

**ASSISTANT**, unqualified, desires situation, Manufacturing, Laboratory, Salesman; 5 years' West-End Retail experience; age 22. Gerrard, 42 Park Avenue, Wood Green, N.22.

**CHEMIST** (recently disposed of Retail business), about to travel London, requires additional commission lines. "T. W., 16 Prideaux Road, Stockwell, S.W.9.

**COMMERCIAL** gentleman, with 12 years' experience of the Irish trade, is open to represent a firm of manufacturers on commission; accounts already open with 90 per cent. of the Irish Chemists; business and bankers' reference on request. 4/35, Office of this Paper.

**DO YOU WANT A GOOD TRAVELLER?**—Advertiser is well known amongst London Buyers, Chemists, Store-calls, high-class Hairdressers; excellent opportunity for House with lines for Christmas trade. P.C.B. 3/24, Office of this Paper.

**GENTLEMAN**, age 24, keen and ambitious, 8 years' Retail experience, seeks situation as Representative with well-known house. 19/4, Office of this Paper.

**L.P.S.**, young, thorough Salesman, experience on the road, also technical and practical experience, desires position which has scope for progress; indoors or outdoors; own car. 16/310, Office of this Paper.

**L.P.S.**, Salesman and Buying experience, travelling large Midland and Northern towns by car, would undertake suitable commissions or could arrange for fellow traveller to accompany. 16/31, Office of this Paper.

**PHARMACIST**, tall, energetic, age 26, 8 years' Retail experience, car owner, requires position Representative; travel any distance; salary required £4 weekly and expenses; less offers not considered. 19/2, Office of this Paper.

**REPRESENTATIVE**, own car, L.P.S., several years' experience, young and energetic, good connection Chemists, Stores, etc., London and Provinces, requires offers, commission or otherwise. "J. C.," 11 Victoria Road, Kilburn, London.

**REPRESENTATIVE**.—Engagement required; Drugs, Specialities; expert medical matters. "Beta," 60 Florence Road, Wimbeldon, S.W.

**SALES** Manager requires similar engagement or good representation, any district, own car, with well-established house; excellent references. P.C.B. 3/18, Office of this Paper.

**WORKING** Foreman, young, seeks situation; 20 years' good all-round experience; Manufacturing Pharmaceutical and Toilet Preparations, etc. "L. B.," 51 Farmilo Road, Leyton, E.17.

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